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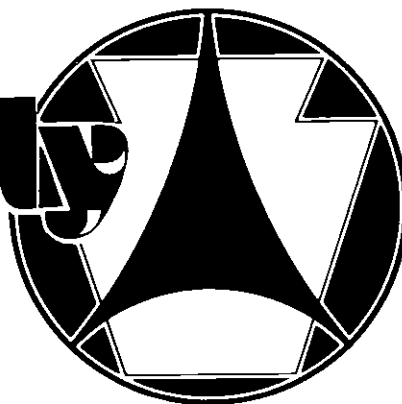
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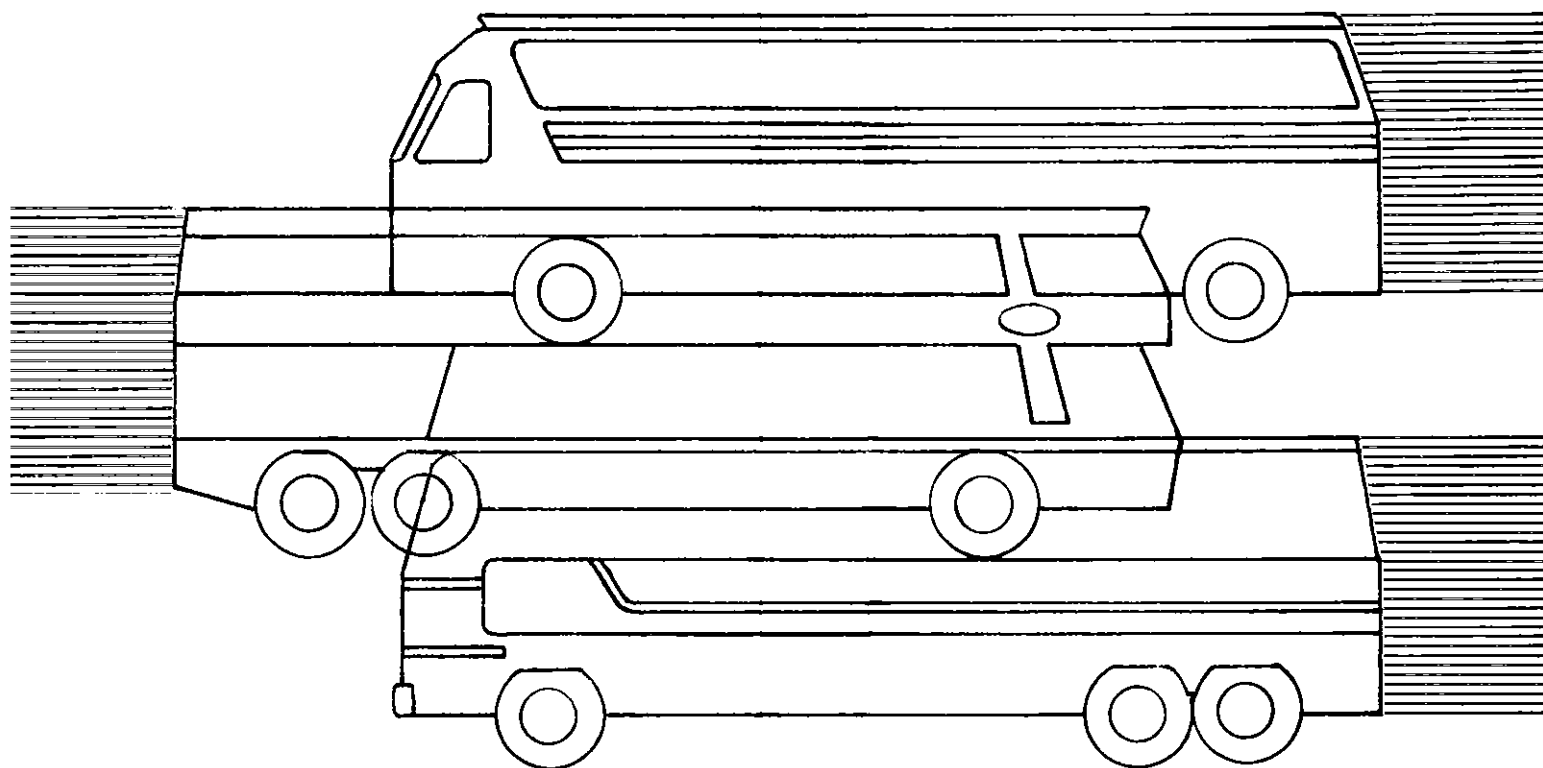
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# Pennsylvania Intercity Bus Study



PENNSYLVANIA DEPARTMENT OF TRANSPORTATION



SEPTEMBER 1984

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PENNSYLVANIA INTERCITY BUS STUDY

Final Report

Prepared for

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Bureau of Public Transit and  
Goods Movement Systems

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April 1984

Preparation of this report was financed, in part, through an UMTA grant from the U.S. Department of Transportation under the provisions of the Urban Mass Transportation Act of 1964, as amended, and the Bureau of Public Transit and Goods Movement Systems, Pennsylvania Department of Transportation. The opinions, findings, and conclusions expressed in this publication are those of the authors and not necessarily those of the Commonwealth of Pennsylvania, Department of Transportation, or the United States Department of Transportation, Urban Mass Transportation Administration.

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## 1. INTRODUCTION

Intercity buses, which stop at over four hundred points throughout Pennsylvania, offer the most widely available form of public transportation to residents of the state. In many cases, the intercity bus industry provides the only form of public transportation to small towns and rural areas. Since World War II, however, the automobile and air transportation have cut deeply into the demand for intercity bus service, and many routes serving small towns and rural areas have been abandoned or have experienced substantial service reductions.

Over the years, many intercity bus carriers have continued to operate marginally profitable scheduled services in order to preserve Interstate Commerce Commission (ICC) or Pennsylvania Public Utility Commission (PUC) scheduled service or charter operating authority. But the entry and exit provisions of the federal Bus Regulatory Reform Act of 1982 (BRRA) greatly reduced the incentive and the necessity to maintain marginal scheduled routes. Increased competition on profitable scheduled routes and charter trips reduces profits available to subsidize marginal intercity services. With the freedom to abandon unprofitable markets, carriers may withdraw the only public transit service available to many residents of the state. Hence, residents of the Commonwealth are no longer assured the same quantity and quality of intercity bus service they once had.

Since the enactment in 1976 of the "Pennsylvania Rural and Intercity Common Carrier Surface Transportation Assistance Act" (Act 10), the Pennsylvania Department of Transportation (PaDOT) has provided financial support, through capital and operating subsidies, to intercity bus carriers that operate needed intercity routes. This financial support, which totaled over \$400,000 in fiscal year 1982-83, allowed the continued operation of ten intercity bus routes operated by eight private intercity bus carriers.

Pennsylvania has been a leader in supporting the intercity bus industry. However, the need for a better understanding of the financial and operating characteristics of the industry has been heightened by the passage of the Bus

Regulatory Reform Act in October 1982. Recognizing the gap in the available information base, PaDOT's Bureau Of Public Transit and Goods Movement Systems (BPT&GMS) contracted with the Pennsylvania Transportation Institute of the Pennsylvania State University and Carter-Goble Associates, Inc., to perform an inventory of the intercity bus industry in Pennsylvania. This report documents the findings of that inventory.

### STUDY PURPOSE

The intercity bus inventory project had the following objectives:

1. To assemble information about the intercity bus industry in Pennsylvania in a form that can be used for policy formulation and for management by PaDOT
2. To identify industry trends that may have a negative impact on the quality and quantity of intercity bus service available to Pennsylvania residents
3. To analyze the impacts of the Bus Regulatory Reform Act of 1982 on the Pennsylvania intercity bus industry
4. To identify state-related policy issues that affect the intercity bus industry.

It was not the purpose of the study to prescribe the ideal or necessary intercity bus network; therefore, no attempt was made to forecast demand for intercity bus service, either at an aggregate or a route level. The purpose of the study was to develop a sound data base for policy formulation, not to develop that policy.

### STUDY METHODOLOGY

This study defined the intercity bus industry to include private companies that provide intercity scheduled service, group and party (charter)

service, or special operations (tours) in Pennsylvania. Scheduled bus service is considered to be intercity rather than local transit if it is operated between two or more noncontiguous urbanized areas, between an urban and rural area, or between two rural areas that are located 35 miles or more apart or in different counties. (This is the definition used by PaDOT to determine eligibility for Act 10 funds.) Charter and tour operators that provided that kind of service with intercity-type vehicles (rather than vans or school buses) were also included in the sample.

More than two hundred for-hire passenger carriers file annual reports with the PUC (excluding taxis); 94 were selected for inclusion in the study. Carriers that provide local transit service were excluded from the study sample, as were those carriers with specialized types of operating authority, for example, those providing transportation for employees of a single company or for guests of specific resorts. A list of the 94 carriers is presented in Table 1, together with the types of services they provide. The carriers have been grouped in five categories to facilitate discussion and analysis.

The inventory of the intercity bus industry in Pennsylvania was compiled from a number of primary and secondary sources. The main source of non-financial data for this inventory was a survey questionnaire sent to the 94 carriers. This survey asked for information on schedules, fares, and route-by-route performance, and for opinions concerning the impact of federal bus deregulation on the carrier. In addition, the carrier's financial data, taken from the PUC annual reports, were included in the survey for the company officials to verify. A copy of the survey questionnaire is included in Appendix A. A total of 44 usable questionnaires were returned. Carriers that returned a survey are indicated by an asterisk in Table 1. The response rate for each of the five categories is summarized in Table 2.

Secondary data sources used in the study included annual reports filed by the carriers with the Pennsylvania Public Utility Commission (PUC), U.S. census data on the communities served by the intercity bus industry, and Russell's Official National Motor Coach Guide, which lists the schedules of most intercity bus carriers.

Table 1. Carriers included in Pennsylvania Intercity Bus Inventory.

Category	Services Provided				
	Schedule	Charter	School	Taxi	Other
1 *Greyhound Lines	X	X			
2 National Trailways Bus System					
Trailways, Inc.					
*American Bus Lines	X	X			
*Safeway Trails	X	X			
King Coal Trailways (Ashland & Shamokin Auto Bus Co.)	X	X	X	X	
*Capitol Trailways (Capitol Bus Co.)	X	X			
*Fullington Trailways (Fullington Auto Bus Co.)	X	X	X		
*Martz Trailways	X	X	X		
3 Carriers with over \$100,000 Scheduled Service Revenue (1982)					
88 Transit Lines	X	X			
*Bieber, Carl R. Tourways	X	X	X		
Blue Bird Coach Lines	X	X	X		
*Blue and White Lines	X	X	X		
*Butler Motor Transit	X	X			
Central Cab Co.	X	X	X	X	
Chenango Valley Bus Lines	X	X	X		
Edenfield Stages	X	X	X		
*G. G. & C. Bus Co.	X	X	X	X	
*Grenaldo, D. Inc.	X	X			
*Grove City Bus Line	X	X			
*Lincoln Coach Lines	X	X			
*Lodestar Bus Lines, Inc.	X	X			
Reeder's, Inc.	X	X			
Starr Transit Co.	X	X			
Suburban Lines, Inc.	X	X			
*Trans-Bridge Lines	X	X			
Trenton-Phila. Coach	X	X			
4 Carriers with \$2,000-\$100,000 Scheduled Service Revenue (1982)					
*Anderson, O.D., Inc.	X	X	X		
*Avery Transportation	X	X	X	X	
*B and W Bus Service	X	X	X		
B. K. W. Coach Line	X	X	X		
Brangard, Nellie Bus Co.	X	X			
Brownsville Bus Lines	X		X		
Catawese Coach Lines	X	X	X		
Colonial Coach Corp.	X	X			

\* Carrier returned survey form.

Table 1 (continued).

Category	Services Provided				
	Schedule	Charter	School	Taxi	Other
4 (continued)					
Debolt Somerset	X	X			
Falbo, Eugene T.	X	X	X		
Gongaware, H. J. & Sons, Inc.	X	X	X		
Hegins Valley Lines	X	X	X		
Laurel Line Transp.	X	X			
Motor Transportation, Inc.	X	X	X		
*Panther Valley Bus Lines	X				
Peppelman, Robert	X	X			
Petro, Anthony	X	X	X		
*Red Lion Bus Co.	X	X	X		
Rohrbaugh's, Bill Charter	X				
*Romano's Coach Corp.	X	X			
Snyder, Keith D.	X	X			
Susquehanna Transit	X	X	X		
*Thorpe, Jim, Transportation	X	X	X	X	
Valley Transit Co., Inc.	X	X			
Warren City Lines	X	X	X		
Werner Bus Lines	X	X	X		
*Williams, David R.	X				
*Wolf's Bus Lines	X	X	X		
5 Carriers with less than \$2,000 Scheduled Revenue (1982)					
*Auch Inter-Borough		X			
Bollman Charter Ser.		X	X		
*Bortner Bus Co.		X	X		
*Conestoga Transportation		X			
Delaware Valley Tran		X			
Dutchland Tours		X			
*Eschbach, David, Jr.		X	X		
*Executive Coach		X			
Friese, Garnet G.		X	X		
*Grenaldo, Charles E.					X
Hagey's Bus Service		X			
*Hahn's Charter Service		X	X		
*Johnson's Bus Service		X	X		
Keystone Tours, Inc.		X			
*Ku, George Inc.	X	X	X		
Lanich Bus Lines		X	X		
Lenzner Coach Lines		X	X		
Lincoln Bus Lines		X	X		
*LoBrutto, Sam C.	X	X	X		
*Luzerne & Carbon Co.		X	X		
*Matthews, Raymond H.	X		X		
Mitchell, J. S.					
*Myers, Cameron S.		X	X		

Table 1 (continued).

Category	Services Provided				
	Schedule	Charter	School	Taxi	Other
5 (continued)					
Newhurst, Inc.		X	X		
*Peachey, Norman Ray		X	X		
Pen-Del Coach Lines		X	X		
*Penn Highway Transit		X			
*Perkiomen Valley Bus		X			
Price Bus Co., Inc.		X	X		
Reeder, C. Harry					
Rohrer, H. E., Inc.		X	X		
*S & N Transit Co.		X		X	X
Schrock, Inc.		X	X		
Snyder's Garage		X	X		
*Tri-City Coach Lines		X			
*Vogel, Kenneth J.		X	X		
Waycak Transit Lines		X	X		
Wertz Motor coach		X			
Williams Valley Transportation		X	X		
Yoder Tourways		X	X		

Source: 1982 annual reports filed with the Pennsylvania PUC

Table 2. Return rate of surveys by category of carrier.

Category	Numbers of Carriers	Number of Surveys Returned	Response Rate (%)
1	1	1	100
2	6	5	83.3
3	18	9	50.0
4	28	9	32.1
5	<u>41</u>	<u>19</u>	<u>46.3</u>
TOTAL	94	43	45.7

Financial and operating data from the carrier survey, the PUC reports, and Russell's Guide were assembled for two years, 1978 and 1982, a relatively stable period, to form the basis for a delineation of recent trends in the service provided by the industry, and an analysis of the carriers' performance during this period. While the 1982 financial data cover a period prior to deregulation, the questionnaires and other study findings reflect changes in the industry during the first 12 to 18 months of deregulation.

A major problem faced by this study and others that have been made of the intercity bus industry was the availability of accurate data. As private businesses, intercity bus carriers maintain and publicly disclose only the financial and operating data required by regulatory agencies. Most of this information is reported on a company-wide basis and does not segregate cost and operating data by type of service or by route. In addition, many carriers fail to report nonfinancial data in their PUC annual reports. This lack of accurate data limited the analysis, especially the part that required detailed operating information.

#### INTERCITY BUS INVENTORY STUDY ADVISORY COMMITTEE

An advisory committee representing intercity bus industry leaders was appointed to help guide the study and to review the findings. Senior officers from six companies and the Executive Director of the Bus Association of Pennsylvania met three times during the study to review the work program, the preliminary findings, and a draft of the final report. A list of the advisory committee members is included in Appendix B.

#### ORGANIZATION OF THE REPORT

National data and trends of the intercity bus industry are presented in Chapter 2, together with a description of the major features of the Bus Regulatory Reform Act of 1982 and its impact on Pennsylvania to date. Chapter 3 describes and analyzes the intercity bus service that is offered to communities in Pennsylvania; routes and schedules are identified, as well as "gaps" in the network. Terminals and other facilities used by the intercity carriers are also inventoried.



The financial and operating characteristics of the 94 carriers included in the study are described in Chapter 4. Chapters 5 and 6 present the results of the survey questions concerning deregulation and the state's role in the promotion and regulation of the intercity bus industry. Chapter 7 summarizes the findings of this study.

## 2. INTERCITY BUS TRANSPORTATION: AN INDUSTRY IN TRANSITION

In 1982 the national intercity bus industry was composed of over 1,500 firms that provided scheduled, charter, and package delivery services to nearly 15,000 communities. During the 1960s and 1970s, the number of participants in the intercity bus industry stabilized at about 1,000 firms. In the past three years, as a result of deregulation, the number has increased 50%. However, this increase in the number of firms does not represent a substantial increase in the number of operating buses when compared to the number operated over the past 25 years. Table 3 summarizes selected operating statistics for the national industry for the period from 1930 to 1982. Figure 1 portrays industry trends over the past fifty years.

The stability of the industry (few increases or decreases in the amount of service provided over the past 25 years) was caused by a regulatory framework that allowed two firms to dominate the market, Greyhound and the National Trailways Bus System. Greyhound, by far the largest intercity bus carrier, established itself as the dominant carrier prior to the regulation of the industry by the Interstate Commerce Commission (ICC) in 1935. Since that time, the ICC's decisions have allowed Greyhound to maintain a market share of 43% of the regular route revenue earned by all carriers. The National Trailways Bus System, by coordinating marketing, routing, schedules, and fares among independent companies, has been able to offer intercity bus passengers an alternative to the national Greyhound network. Prior to the passage of the Bus Regulatory Reform Act of 1982, few applications for interstate scheduled route authority were approved if an existing carrier provided service along the same route. Therefore, Greyhound and Trailways were able to maintain the status quo. The degree of concentration in the industry is illustrated by the statistics presented in Tables 4 and 5.

When first regulated, intercity bus carriers received nearly all of their income from scheduled operations. As recently as 1950, revenues resulting from scheduled operations accounted for over 90% of the total revenue. As can be seen in Table 6, the carriers' dependence on scheduled passenger revenue has declined to less than 70% of total revenue. Ridership on scheduled

Table 3. Operating statistics for the industry.

Year	Number of Companies	Number of Buses Owned	Bus Miles (millions)	Revenue (\$millions)	Passenger Miles (billions)	Passengers (millions)	Net (Before Tax) Operating Income (\$millions)
1926	4040	22800	960	181.6	N.A.	260	
1930	3520	14090	1230	228.0	7.1	430	
1935	2120	11160	960	192.4	7.6	450	
1940	1830	12200	820	175.0	0.1	330	
1945	2320	23210	1400	537.1	27.0	1320	
1950	2480	24420	1350	464.4	21.2	901	
1960	1150	20974	1092	556.2	19.3	366	
1970	1000	22000	1209	901.4	25.3	401	89.2
1975	950	20500	1126	1171.6	25.4	351	68.4
1980	1330	21400	1162	1943.0	27.4	365	132.1
1981	1420	21500	1136	2068.7	27.1	375	112.5
1982	1520	21600	1115	2070.3	26.9	370	57.1

Sources: Crandall, The Growth of the Intercity Bus Industry, Syracuse, New York, 1954, Appendix A-2, p.282.

National Association of Motor Bus Owners, 1926-1976: One-Half Century of Service to America, Washington, DC: National Association of Motor Bus Owners, 1976 p. 23.

American Bus Association, Bus Facts, 1983 edition (Draft Copy), Washington, DC: American Bus Association, forthcoming 1984.

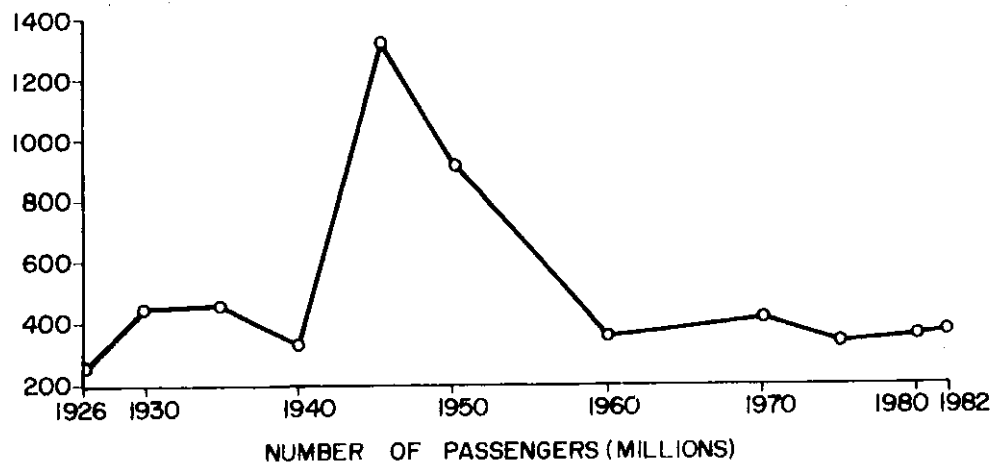
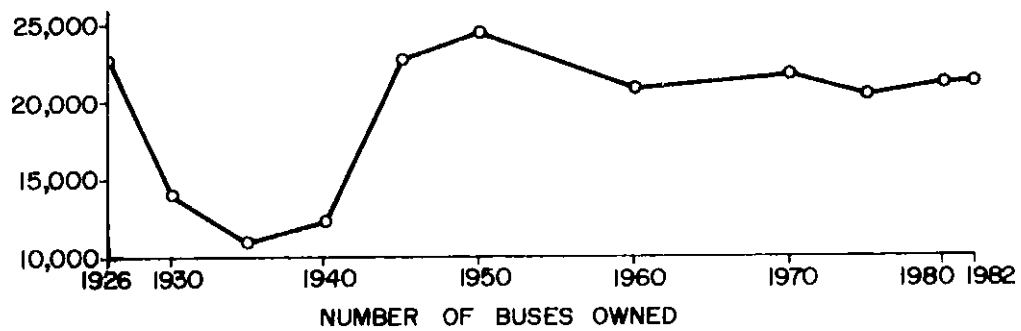
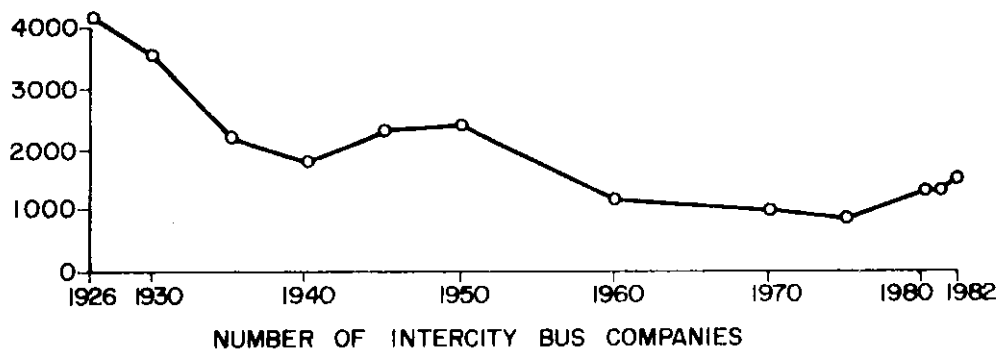


Figure 1. Intercity bus industry trends.

Table 4. Composition of the intercity bus industry, 1981.

	Greyhound & Trailways as a Percentage of All Class I Carriers	Greyhound & Trailways as a Percentage of Total Industry	Class I Bus Firms as a Percentage of Total Industry
Number of Buses	77.4	28.5	36.9
Number of Employees	79.8	50.2	62.9
Total Bus Miles	79.8	50.8	64.9
Revenue Passengers	62.3	20.9	33.5
Revenue Passenger Miles	80.4	47.2	58.8
Operating Revenue (all services)	80.9	57.3	70.9
Net Operating Revenue (before income tax)	67.7	43.7	64.5

Source: Derived from Bus Facts, American Bus Association, Washington, D.C., 1982, p. 6.

Table 5. Composition of the industry, 1979: Greyhound, Trailways, and other carriers as a percentage of the total industry.

	Greyhound <sup>1</sup>	Trailways <sup>2</sup>	Other <sup>3</sup>
Revenues	43	17	40
Passengers	17	6	77
Bus miles	37	17	46
Passenger miles	30	10	60
Charter:			
Passengers	4	2	94
Passenger revenues	13	9	78
Package express revenues	28	16	56
Buses owned	21	10	69

<sup>1</sup> Does not include wholly owned subsidiaries, which account for less than 4 percent of total carrier revenues.

<sup>2</sup> Includes Class I subsidiaries

<sup>3</sup> Includes operations of classes I, II, and III carriers.

Sources: U.S. Congress, House Committee on Public Works and Transportation, 97th Congress, 1st session, Bus Regulatory Reform Act of 1981, H. R. Report No. 97-334, November 1981, p. 53 (hereafter referred to as House Committee Report on BRRA); and Management Analysis Center, Inc., Deregulation of the Intercity Bus Industry, Washington, D.C., January, 1981, p. 16.

Table 6. Trends in distribution of revenue for intercity bus industry.

Type of Revenue	<u>Percentage of Total Revenue In Year</u>							
	1939	1950	1960	1970	1975	1980	1981	1982
Intercity Regular Route	92	88	77	71	67	68	68	67
Local Regular Route	1	5	6	2	1	1	1	*
Charter and Special	3	3	8	11	15	14	14	15
Package	2	2	7	14	14	15	15	16
Other	<u>2</u>	<u>2</u>	<u>3</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>	<u>2</u>
Total	100	100	100	100	100	100	100	100

\*Less than 1%

Source: Bus Facts, The American Bus Association, Washington, D.C.

intercity routes has been falling for the past decade; many carriers have continued to operate scheduled runs by supplementing passenger revenue with package and express service income, and by increasing their charter operation. Expenses have increased faster than revenue, resulting in an increased average operating ratio for the industry. Many carriers supported deregulation of the industry so that they could eliminate their less profitable scheduled services and be free to change rates. The major provisions of the BRRA of 1982 are described in the following section.

## THE BUS REGULATORY REFORM ACT OF 1982

### General Provisions

The Bus Regulatory Reform Act was signed into law on September 20, 1982, and represents the final step in the deregulation of the major modes of passenger and freight transport which was begun five years earlier with air freight deregulation. Embodying many of the features of the legislation that preceded it, the Act directed the ICC to relax entry requirements for scheduled and charter operations. Scheduled carriers that were fit, willing, and able were to be granted authority unless a protestant showed that the authority was contrary to the public interest; charter and special operations authority was to be granted only on the basis of a fitness test. Fitness is defined as proof of minimum financial responsibility (insurance). One important exception to this easy entry policy applies to publicly subsidized agencies that seek charter rights. An additional "public interest" standard is applied in those cases where a public agency may compete with private carriers using vehicles purchased with federal funds.

The BRRA mandated that rate regulation follow the general pattern of the motor carrier and airline industries, whereby ICC control is gradually removed by establishing zones of rate freedom for a period prior to full decontrol of rates. During the first year of the Act, rates could have been increased 10% or decreased 20% without ICC interference; by the end of the third year of the Act, the ICC will not be able to suspend or investigate rates except for those collectively established or where a rate is predatory or discriminatory. Once



a complaint is filed, complaint proceedings must be finally decided in 90 days.

The scope of antitrust immunity for rate bureaus is limited under the Act. Single-line immunity ended January 1, 1983; the Motor Carrier Ratemaking Study Commission recommended on March 20, 1984 that antitrust immunity for all collective ratemaking end January 1, 1986. Collective ratemaking for charter and special operations has already been eliminated.

Preemption of state economic regulation of the industry was a major objective of industry supporters of deregulation. Under the provisions of the Act, the ICC may overrule state regulatory agencies on rate and exit matters if denying the carrier a rate change or permission to exit causes an undue burden on interstate commerce. These "closed-door" restrictions imposed by state regulators were removed for carriers serving existing interstate routes.

Carriers must first petition the state regulatory agency to change rates, or to enter or exit a market; however, the carrier may ask the ICC to preempt a state regulatory decision if the state agency fails to act within 120 days or denies the carrier's request. This preemption has been the most controversial and most-used feature of the BRRA to date.

As in the case of airline deregulation, citizens and elected officials were concerned about the loss of service to small towns that have historically received intercity bus service because of cross-subsidized routes. Because certain low-density routes are unprofitable, carriers have successfully petitioned the ICC to abandon service, arguing that service is an undue burden on interstate commerce; whereas, in the past, state regulatory agencies, which are more responsive than federal agencies to local citizens and political pressure, have often denied carriers' requests for discontinuation of this type of service.

A national program of subsidy to maintain "essential service" was provided as part of the airline deregulation legislation; a similar provision was not included in the BRRA. Rather than directly confronting the issue of

subsidy during the final formulation of the bill, Congress directed the ICC to study the law's impact on small communities and report back to Congress by January 1, 1984. In the meantime, a number of states (Michigan, Pennsylvania, and California, for example) continued to provide capital and operating subsidies to intercity bus carriers, primarily in rural areas.

Other provisions of the BRRA of 1982 follow the Motor Carrier Act of 1980, the only change being the substitution of the word "passenger" for "freight." The following sections outline the impacts of the BRRA on intercity bus service in Pennsylvania during the first year of its implementation.

#### Entry and Exit--Preemption of State Authority

No provision of the Act has been as extensively used or as widely debated as that which addresses ICC procedures on entry and exit control. The liberalized entry policy resulted in more than nine hundred first-time applications for operating authority during the Act's first year. Requests for charter or special operations authority constitute the bulk of the entry activity; however, Greyhound, Trailways affiliates, and some smaller carriers have applied for new scheduled routes also.

An early proponent of deregulation, Greyhound applied for new authority covering 2,200 route-miles in 44 states. Trailways and other smaller carriers protested Greyhound's wide-ranging application and predicted that this giant would engage in predatory pricing and other anticompetitive behavior if it received operating authority along routes previously served by other carriers. (Greyhound officials are quick to point out that Trailways and its affiliates applied for 5,281 miles of new routes during this same period.) Although Trailways and others are protesting the decision, the ICC granted Greyhound authority in August 1983 to operate over 147 new routes. In Pennsylvania, Greyhound has used the new freedom under the BRRA to add service between Harrisburg and Lancaster, while it has dropped service between Gettysburg and Breezewood. Other Greyhound routes would have been abandoned, however, except that Greyhound has received subsidies from PaDOT that allow continued service.

A survey of states conducted in June 1983 by the American Association of State Highway and Transportation Officials (AASHTO) indicated that about one hundred communities in ten states have received new service since the BRRA was passed. Another 60 communities received substitute service by a new carrier when an existing carrier exited the market. Major carriers surveyed by the ICC in late 1983 indicated that 16 stops in Pennsylvania had lost all intercity bus service, affecting a population of 31,504.

Prior to the passage of the Act, the ICC had generally been receptive to applications for abandonment of unremunerative interstate routes; however, carriers were thwarted in their efforts to eliminate the intrastate portion of these unprofitable services by state regulatory agencies. Using provisions of the Act, carriers can now petition the ICC to overrule state agencies that have denied abandonment applications (or intrastate rate increases), claiming that failure to approve the carrier's request imposes an undue burden on interstate commerce.

During the first year following the passage of the BRRA, the ICC heard 22 appeals of state rate, entry, and exit decisions. It overruled state agencies in all but four cases. Greyhound has been the most frequent user of this provision of the law as it attempts to abandon unprofitable routes; however, Trailways and several smaller carriers have also successfully received relief from adverse state rulings. Greyhound petitioned the Pennsylvania Public Utility Commission to drop service on twelve routes or route segments. The PUC denied the request, but Greyhound successfully petitioned the ICC to abandon these routes by claiming that continuation of the unprofitable intrastate routes placed an undue burden on interstate commerce. The PUC has filed suit against the ICC, challenging the constitutionality of this BRRA provision.

#### Entry for Subsidized Carriers

Publicly funded transit authorities, faced with cutbacks in federal, state, and local financial support, are more vigorously seeking non-government-provided revenue. Several operators, including New Jersey Transit, the state-owned transit system serving all of New Jersey, applied for

national charter authority under the fitness-only provisions of the new law. In the case of New Jersey Transit, a separate operating entity, New Jersey Tours, was created as a wholly owned subsidiary of the transit system and was required to be self-sufficient. Six other transit systems around the country, including the Cambria County Transportation Authority (CCTA) in Johnstown, Pennsylvania, have also applied for 48-state charter authority. After strenuous protests by the American Bus Association (ABA) and the United Bus Owners of America, New Jersey Transit recently abandoned its attempt to obtain broad charter authority. The CCTA application is still pending.

#### PRICING CHANGES RESULTING FROM THE BRRA

The widespread price wars that marked the advent of the deregulation era of air transport did not materialize during the first year of the deregulation of the bus industry, but similar price wars have been increasingly evident in recent months. The Trailways Bus System revised its interstate fare structure in January 1984 on a strict distance basis. Table 7 illustrates this fare structure and shows the relationship of fare to distance traveled. Following Greyhound's employee strike in 1982, both Greyhound and Trailways have been offering discount fares between selected high-volume points.

Price competition is also intensifying in the charter and package delivery areas. Greyhound recently announced charter rates that the ABA calls "predatory," estimating that Greyhound's charter rate amounts to about \$.85 per vehicle mile, less than half its average operating expense per mile. Both Greyhound and Trailways have announced discounts on package deliveries for three or more packages consigned to the same destination.

The elimination of two-tiered pricing structures (where intrastate rates are set lower than interstate rates) has been the most noticeable result of the rate freedom provided by the BRRA. Actually, the ability of the ICC to preempt state control over rates, the same state control that has traditionally denied rate increases on intrastate movements, is the principal factor in the move to adjust rates. Many of the carriers now coming before the ICC are petitioning for approval of intrastate rate increases from 25% to

Table 7. National Trailways Bus System interstate tariff  
adopted January 5, 1984.

Distance (mi.)	One Way Fare (\$)	Fare/Mile
0-13	4.00	.66
14-20	4.00	.24
21-26	4.00	.18
50-54	9.00	.17
61-66	10.00	.16
74-80	12.00	.16
117-124	18.00	.15
201-210	28.00	.14
251-260	33.00	.13
351-375	43.00	.12
451-475	51.00	.11
701-800	70.00	.09
1401-1600	109.00	.07
2501-	149.00	.06

Note: The new fare structure is based solely on  
distance as specified by mileage blocks.

40% in order to bring them into parity with interstate rates for the same distance.

#### SUMMARY OF NATIONAL INTERCITY BUS INDUSTRY TRENDS

The intercity bus industry is entering a period of rapid changes in the composition of the industry and in the products that are offered. Competition between the major carriers, Greyhound and Trailways, is intensifying along major corridors. Previously protected markets are now open to competition between the major carriers as well as among smaller regional operators. Given the freedom to exit markets, these major carriers and other, smaller carriers that still serve small towns and rural areas are successfully petitioning the ICC to discontinue service. Experience from states such as Florida, which deregulated intercity buses several years prior to the federal action, suggests that, in a few cases, other carriers may pick up the service that larger carriers drop, but that, in many other cases, no replacement service will be offered.

Nearly all intercity bus operators are placing increased emphasis on charter and special tour operations. This part of the industry has attracted the largest number of new applications for operating authority. Any operator that can prove fitness by way of adequate insurance coverage can enter the charter market. High-cost carriers, such as Greyhound and the other major carriers, will be at a cost disadvantage in competition with the new, largely nonunion operators.

### 3. THE PENNSYLVANIA INTERCITY BUS SYSTEM

Pennsylvania's intercity bus network serves over four hundred places in 63 counties. Only Cameron, Potter, Huntingdon, and Sullivan counties are not served by regularly scheduled intercity buses. All urbanized areas of the state are served by at least two carriers. The purpose of this chapter is to describe the intercity bus service available to residents of Pennsylvania, to identify major deficiencies in that service, and to describe past and future trends concerning the availability of intercity bus service to areas in the Commonwealth.

#### THE PRESENT INTERCITY BUS ROUTE NETWORK

In 1983, 28 carriers listed in Russell's Guide provided scheduled intercity bus service to points in Pennsylvania; the most comprehensive service was offered by Greyhound and the Trailways System. The smaller carriers operated local or regional routes that focused on a single urban hub or connected a number of communities in a particular region of the state. Table 8 lists the number of carriers serving each county and the number of schedules with stops in each county. Table 9 indicates the number of carriers serving the 15 urbanized areas of the state. Figures 2 through 4 display the intercity bus network for Greyhound, for the Trailways System (including affiliates), and for the independent carriers. The information contained in these maps was taken from the July 1983 edition of Russell's Guide, from PaDOT intercity bus program records, and from carrier surveys. This information was revised to include changes through March 1984, in particular, the Greyhound route revisions of January 31, 1984. National Greyhound and Trailways system maps show service along Interstate 80; however, these routes do not serve points in Pennsylvania and therefore were omitted from the Pennsylvania network.

The Greyhound network currently serves all urbanized areas in the state except Sharon, Williamsport, and Reading. Shortly following the passage of the Bus Regulatory Reform Act, Greyhound petitioned to be allowed to abandon seven routes or route segments: service between Warren and the New York border, Scranton and the New York border, Scranton to Wilkes Barre (local

Table 8. Summary of intercity bus service by county, 1982.

County	Number of Carriers	Total Number of Routes Serving Points in the County	Number of Routes with Daily Service
Adams	3	3	3
Allegheny	9	21	21
Armstrong	3	4	3
Beaver	3	3	3
Bedford	2	4	4
Berks	3	5	5
Blair	3	4	4
Bradford	2	3	2
Bucks	4	9	9
Butler	4	5	4
Cambria	3	5	5
Cameron	1	1	0
Carbon	2	2	2
Centre	2	4	4
Chester	3	4	4
Clarion	2	2	1
Clearfield	2	4	4
Clinton	1	2	2
Columbia	4	4	4
Crawford	3	3	2
Cumberland	1	2	2
Dauphin	3	12	12
Delaware	3	6	6
Elk	2	2	1
Erie	6	10	6
Fayette	2	3	3
Forest	1	1	1
Franklin	1	3	3
Fulton	1	2	2
Greene	1	1	1
Huntingdon	0	0	0
Indiana	4	5	4
Jefferson	3	4	3
Juniata	1	1	1
Lackawanna	6	11	10
Lancaster	2	2	2
Lawrence	3	5	4
Lebanon	6	8	8
Lehigh	5	8	8
Luzerne	5	10	10
Lycoming	4	4	4
McKean	2	6	4
Mercer	7	12	9
Mifflin	1	1	1
Monroe	2	4	4
Montgomery	5	10	10
Montour	2	2	2



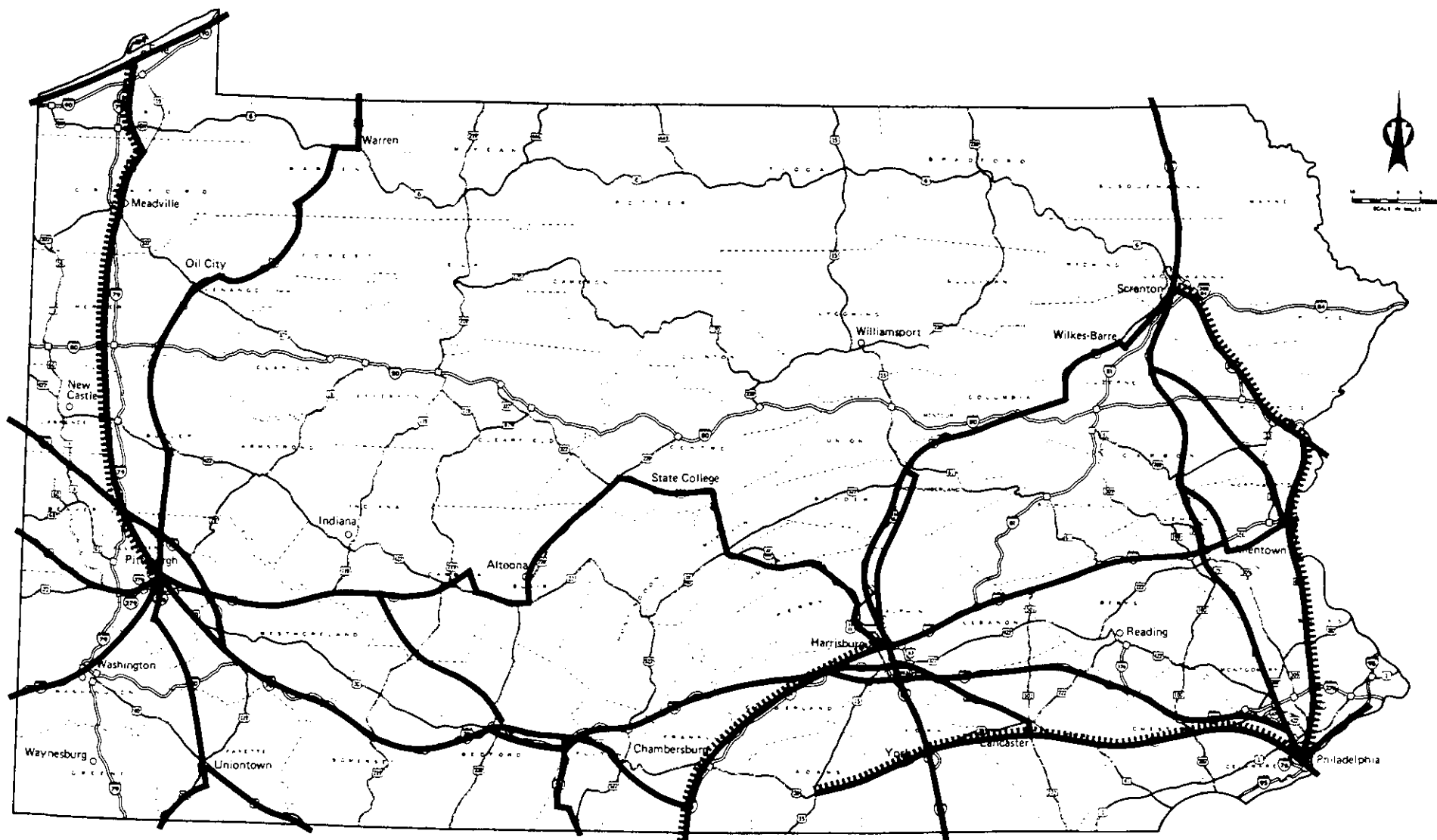
Table 8 (continued).

County	Number of Carriers	Total Number of Routes Serving Points in the County	Number of Routes with Daily Service
Northhampton	7	8	8
Northumberland	4	5	5
Perry	1	2	2
Philadelphia	9	42	42
Pike	1	1	1
Potter	1	1	0
Schuylkill	3	5	5
Snyder	2	2	2
Somerset	1	4	4
Sullivan	0	0	0
Susquehanna	2	2	2
Tioga	2	2	1
Union	2	2	2
Venango	4	4	4
Warren	2	2	1
Washington	2	2	2
Wayne	1	1	1
Westmoreland	6	11	10
Wyoming	2	2	1
York	3	6	6

Table 9. Intercity bus companies serving urbanized areas in Pennsylvania (more than one daily departure as of June 1983).

Urbanized Area	Greyhound	Trailways	Others
Allentown/Bethlehem	X	X(2) *	N. J. Transit Carl R. Bieber Trans-Bridge
Altoona	X	X	Blue and White
Erie	X		Grove City Blue Bird
Harrisburg	X	X(2)	
Johnstown	X		Blue and White
Lancaster	X	X	
Philadelphia	X	X(5)	N. J. Transit Carl R. Bieber
Pittsburgh	X	X(2)	Ashland City Lines Butler Motor Trans Grove City Bus Blue and White Lincoln Coach Line 88 Transit
Reading		X(2)	Carl R. Bieber
Scranton	X	X(4)	Shortline
Sharon		X	Grove City
State College	X	X	
Wilkes Barre	X	X(4)	
Williamsport		X(4)	
York	X	X(2)	

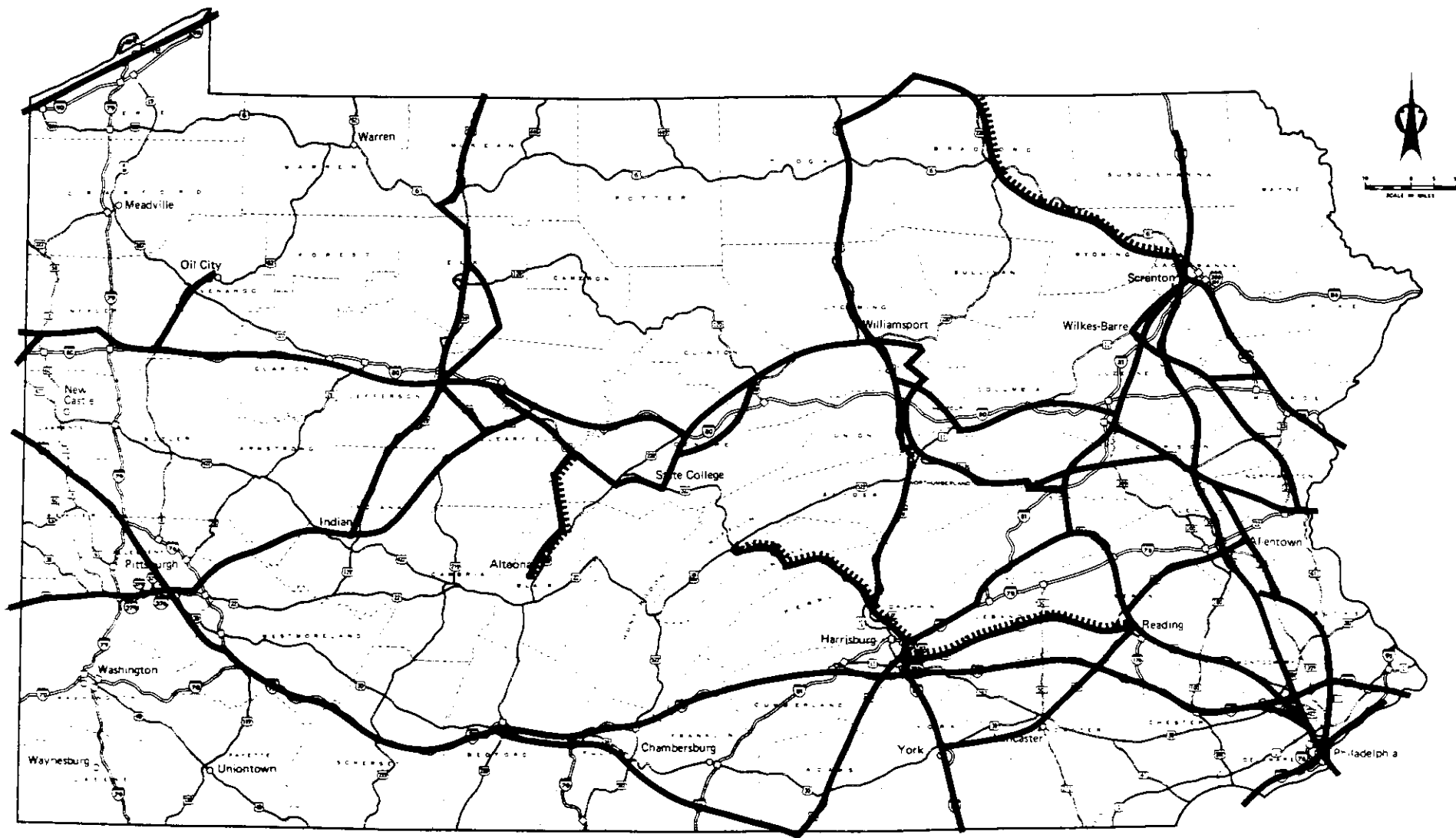
\*Number of Trailways Affiliates providing service.



**Pennsylvania DOT Intercity Bus Study  
Intercity Bus Routes - Greyhound**

 Subsidized by PaDOT

Figure 2. Intercity bus routes - Greyhound Lines.



Pennsylvania DOT Intercity Bus Study

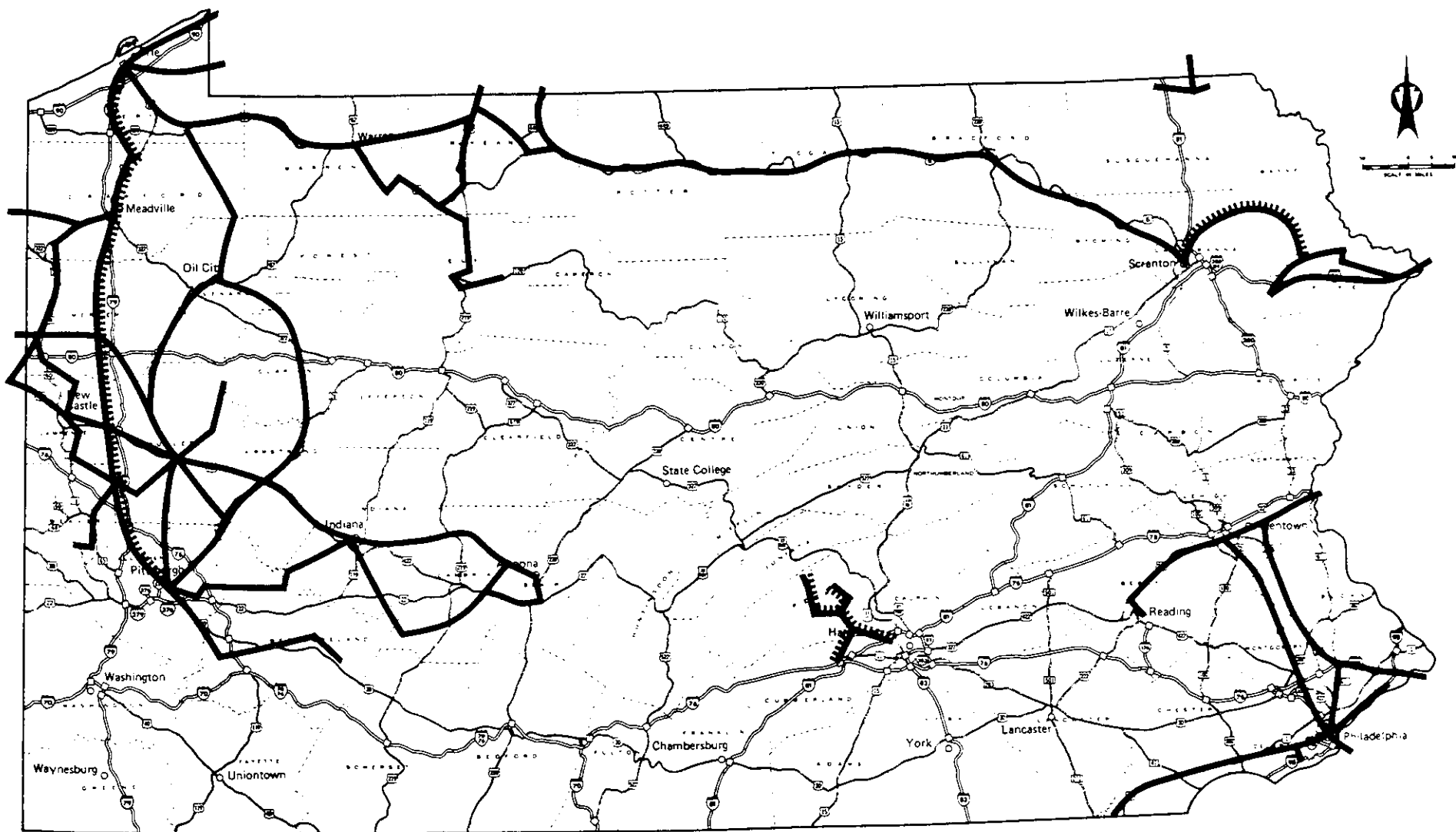
**Intercity Bus Routes - Trailways**

Subsidized by PaDOT

Carter-Goble Associates, Inc.

February 1984

Figure 3. Intercity bus routes - The National Trailways Bus System.



## Pennsylvania DOT Intercity Bus Study

### Intercity Bus Routes - Independent Carriers

 Subsidized by PaDOT

Carter-Goble Associates, Inc.  
February 1984

Figure 4. Intercity bus routes - independent carriers.

service only), Easton to Stroudsburg, Easton to Scranton, Philadelphia to Exton, and York to Breezewood. The Pennsylvania PUC denied the request for abandonment, but the Interstate Commerce Commission approved the abandonments in early 1984, citing, as the justification for overruling the PUC, the undue burden on interstate commerce that would result from the continuation of these runs. As the result of successful negotiations with PaDOT, Greyhound continues to operate four of these routes and receives Act 10 funding to subsidize losses incurred on the routes. The subsidized segments are noted in Figure 2.

The only major service dropped as a result of the Greyhound abandonment action was a portion of the east-west route between Breezewood and Gettysburg, but PaDOT is now providing financial assistance to Greyhound to preserve the remainder of the route. Another important change in the Greyhound network is new service between Harrisburg and Lancaster, a corridor previously served only by Amtrak.

The National Trailways Bus System (NTBS) consists of Trailways Inc.'s two operating divisions, American Buslines, Inc., and Safeway Trails, Inc., and more than 70 affiliated independent bus companies. Five Pennsylvania carriers are NBTS affiliates. Major changes have taken place in the Trailways system in Pennsylvania over the past six years. Because Trailways has embarked on a program of turning local and regional routes over to smaller affiliated companies nationwide, three new affiliates have been added in Pennsylvania in recent years: Fullington Auto Bus t/a Fullington Trailways, Ashland and Shamokin Auto Bus Co. t/a King Coal Trailways, and Susquehanna Transit t/a Susquehanna Trailways. These companies have gradually taken over routes that were at one time operated by the Edwards Lakes-to-Sea System. This once-independent company was acquired by Trailways in 1969; by the summer of 1983, all routes and services previously operated by Edwards were transferred to other Trailways operating companies. Together with Capitol Trailways and Martz Trailways, these companies serve all urbanized areas except Erie and Johnstown.

The independent operators of intercity scheduled service provide regional transportation services that are directed toward the Philadelphia, Pittsburgh, and Scranton markets. The routes in the southeastern part of the state

provide commuter service into the Lehigh Valley and Philadelphia. Several of the routes into Pittsburgh also serve a commuter function. With the exception of these commuter routes, however, intercity bus service provided by the independent carriers is infrequent; in several cases, the schedules indicate only once-a-year round trips. Table 10 lists the schedules of the independent carriers providing less than daily service. While the weekly or twice-weekly service may be in response to market needs, the monthly and yearly schedules would appear to be "rights preserving" schedules only.

The number of daily departures for each stop listed in Russell's Guide is shown in Figure 5. The daily volume of scheduled intercity buses along specific highways is shown in Figure 6. However, since a bus may be routed over a given highway without making local stops along the route, the amount of service actually available to a community, especially a rural community, is likely to be less than the daily volume indicated in this figure.

#### CHANGES IN THE PENNSYLVANIA INTERCITY BUS NETWORK BETWEEN 1978 AND 1983

Over the seven-year period considered in this study, 1978 through 1983, relatively minor changes were made to the intercity bus network serving Pennsylvania. Table 11 indicates the changes in routes and schedules in this period. The information was taken from Russell's Guide for September 1978 and June 1983.

Greyhound reduced the frequency of local service in the Binghamton-Scranton-Philadelphia corridor and eliminated some local service stops. Greyhound also reduced the number of daily trips to Pittsburgh and Philadelphia on interstate north-south routes and the number of through trips on the Pennsylvania Turnpike. The company added service between Philadelphia and Atlantic City as did many other charter, special operations, and scheduled carriers. Atlantic City was the one major growth market for intercity bus service, especially from points in eastern Pennsylvania.

The National Trailways Bus System underwent a realignment of operating rights as a result of the break-up of the Edwards Lakes-to-Sea Bus System. The routes previously operated by Edwards were transferred to other Trailways

Table 10. Schedules of the independent carriers providing less than daily service.

Company	Schedule #	Towns Served	Frequency
O. D. Anderson	1775	Adamsville-Meadsville-Greenville	First Monday of the month
	1777	Greenville-Sharon-Youngstown	Friday & Saturday
	1778	Sharon-Erie	Friday & Saturday
Butler Motor Transit	2078	Brookville-Kittanning-Pittsburgh	Friday & Saturday
	2079	Parker-Butler-Zelienople-Aliquippa	Tuesday Only
	2079a	New Castle-Butler-Pittsburgh	Tuesday Only
Grove City Bus	2082	New Castle-Sharon-Cleveland	First Wednesday of the Month
	2083	Youngstown-New Castle	First Monday of the Month
	2085	New Castle-Ellwood City-Butler-Kittanning-Indiana	First Tuesday of the Month
Bortner Bus Co.	2337	Sharon-Mercer-Grove City	First Monday of the Month
Blue Bird Coach	2482	Erie-Warren-Bradford-Kane Mansfield-Scranton	First Thursday of January
	2483	St. Mary's-Kane-Warren-Erie	January 4 only
	2484	St. Mary's-Emporium	January 4 only



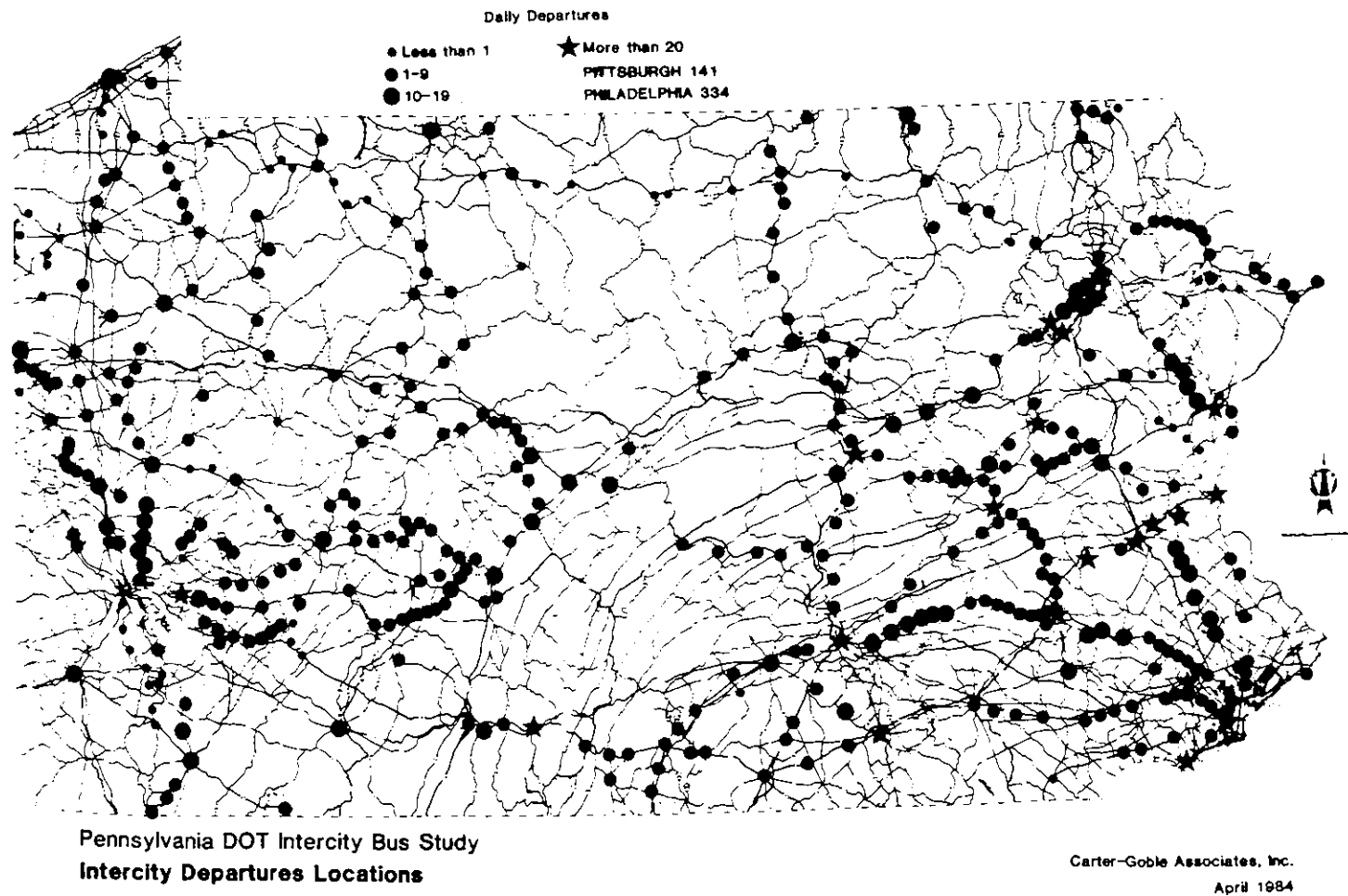
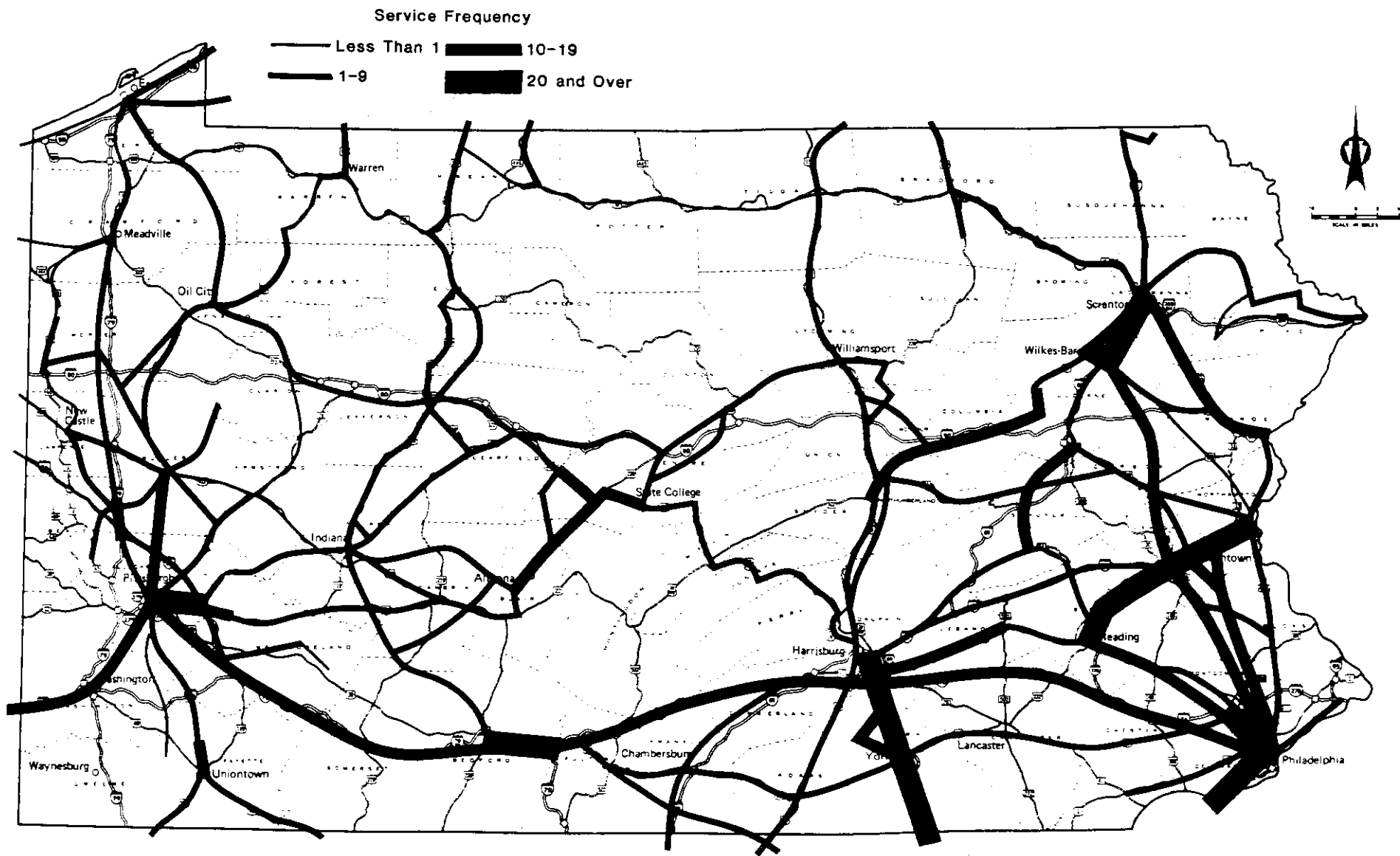


Figure 5. Intercity departure locations.



**Pennsylvania DOT Intercity Bus Study**  
**Intercity Bus Routes Service Frequency**

Carter-Goble Associates, Inc.  
 April 1994

Figure 6. Intercity bus volumes by corridor.

Table 11. Route and schedule changes between 1978 and 1982.

- Reduction in frequency of Greyhound service between Scranton and Binghamton, and Scranton to Philadelphia (local service)
- Blue and White discontinued routes between Altoona, Hollidaysburg, Huntingdon, and Cumberland, Md.
- Reduction in frequency of service by several carriers to Philadelphia and Pittsburgh on major north-south interstate routes and the Pennsylvania Turnpike.
- Increase in frequency of service by Greyhound to Atlantic City
- Increase in frequency of service by N.J. Transit to Allentown from points in New Jersey
- Realignment of routes and ownership resulting from collapse of Edwards Lakes-to-Sea--other Trailways affiliates continued routes: Fullington Trailways, King Coal Trailways, and Susquehanna Trailways
- Daily or weekly service on routes listed in Table 10 changed to weekly or monthly or yearly service

affiliates. In addition, new Trailways service was introduced between State College and Harrisburg and between Harrisburg and Lewistown.

During the period between 1978 and 1983 the independent carriers reduced service in the central and western parts of the state. Several carriers that previously operated daily or weekly service in the Pittsburgh-Grove City-Erie area have reduced this service to monthly or annual trips. The Blue and White Lines discontinued most of its scheduled service in the Johnstown, Altoona, and Huntingdon markets. Public bus authorities in Cambria and Indiana counties have replaced some of this service with publicly operated vehicles; in the case of the Johnstown to Altoona route, the authorities have contracted with Blue and White to continue the service.

#### INTERCITY BUS TERMINAL FACILITIES

Bus terminal facilities used by the intercity bus industry range from multicarrier, intermodal transportation centers to small agency stops, and even include roadside stops with no facilities. Because terminal facilities represent the most important fixed operating cost incurred by scheduled service operators, existing carriers have made substantial investments; conversely, potential new entrants may be precluded from the scheduled market because of a lack of adequate facilities.

Due to the substantial expense of terminal facilities, their provision may be an appropriate role for public agencies. In 1978, federal legislation authorized capital grants for the construction of intercity bus terminal facilities, but the required appropriations were not approved and the funding authorization was removed in subsequent legislation. Nevertheless, many local communities have assisted intercity bus carriers in providing centrally located bus terminal facilities. In Johnstown, the Cambria County Transit Authority's downtown transportation center serves as a terminal for several intercity carriers. Harrisburg's publicly owned rail station is also the terminal for Trailways. In State College, the Centre Region Council of Governments owns and operates the bus terminal; Greyhound and Trailways rent space in this facility.

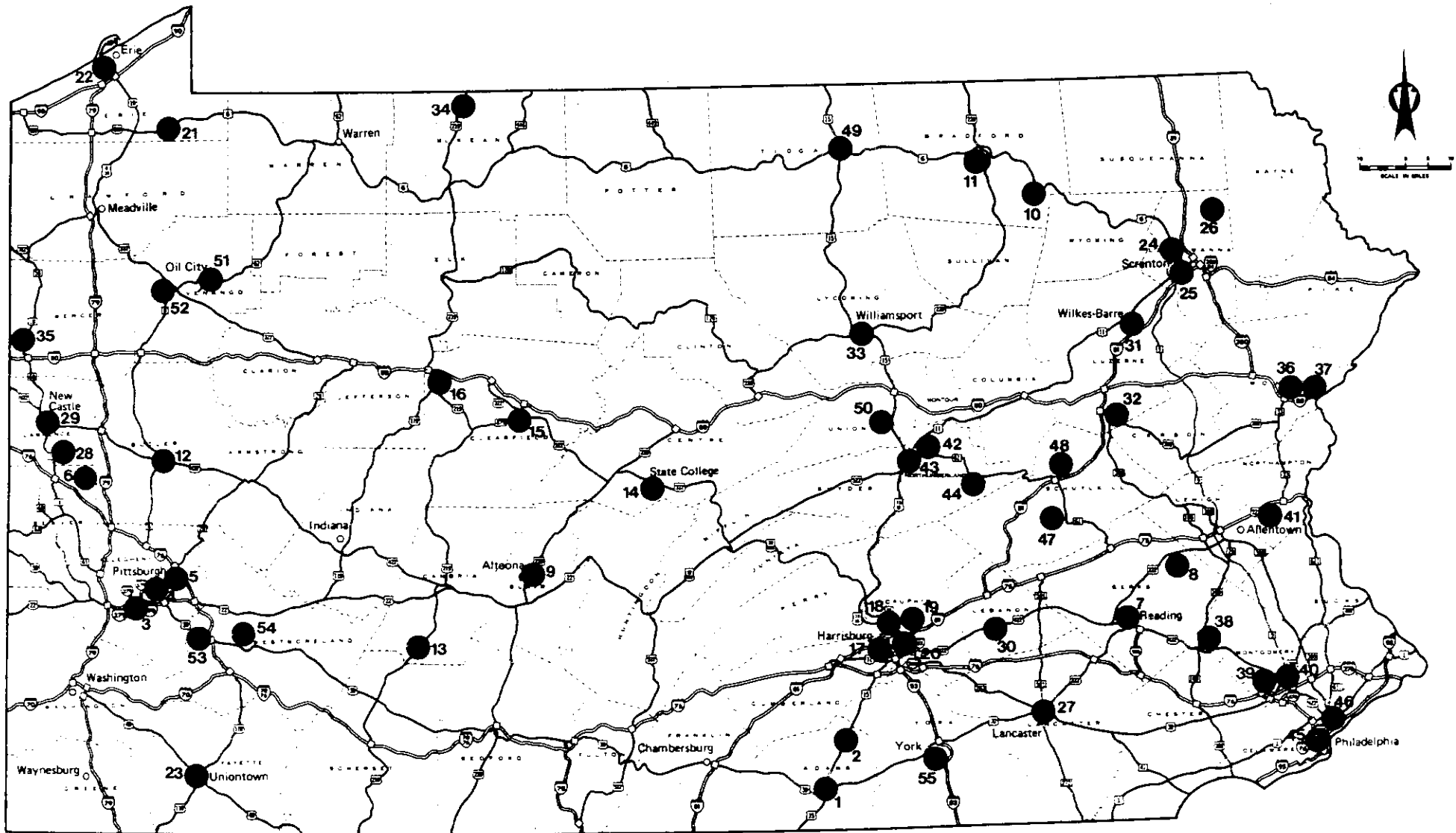
The location of major intercity bus terminals is shown in Figure 7. Information for this map was taken from the Russell's Guide list of stations and from the responses to the carrier questionnaire. A complete list of terminals and other facilities, arranged by county, is presented in Appendix C. The terminals shown in Figure 7 are facilities used by intercity carriers. Only facilities whose primary function is that of a terminal are shown. Excluded from this map are agency stops that might be located at a drug store, a hotel, or other nontransportation facility. Table 12 lists the facilities listed in Figure 7. Figure 8 illustrates several Pennsylvania intercity bus terminals.

#### COVERAGE AREA OF PENNSYLVANIA INTERCITY BUS SERVICE

As indicated at the outset of this chapter, scheduled intercity bus service is available to residents of the 15 urbanized areas of the state and in 63 of the 67 counties. The extent to which this route coverage and the related schedules represent "adequate" service is largely a policy judgment since no objective standards exist to judge the adequacy of intercity bus service. However, it may be noted that those portions of the state not near intercity bus service are sparsely populated rural areas.

In an attempt to identify the gaps in the coverage of existing intercity bus service, the routes listed in Russell's Guide (June 1983) were recorded on a map of all minor civil divisions (boroughs and townships), and a circle with a five-mile radius was drawn around all stops on the routes. In addition, the service areas of the state's urban and rural transit systems were marked on the map. Municipalities which had a population over 2,500 and were beyond the five-mile radius of an intercity bus stop were identified upon the basis of 1980 census data. Figure 9 indicates the boundaries of Pennsylvania's urban and rural transit authorities and the municipalities with more than 2,500 residents that are beyond the five-mile radius.

The greatest number of municipalities beyond the five-mile radius of an intercity bus stop are located in counties within urbanized areas: York, Berks, and Lancaster. Over the past ten years, many of the transit systems in these areas have been extended to outlying points in an effort to connect them



**Pennsylvania DOT Intercity Bus Study**  
**Major Intercity Bus Terminals** See Table 12 Listing

**FIGURE 6**  
 Carter-Goble Associates, Inc.  
 July 1984

Figure 7. Major intercity bus terminals.

Table 12

**Major Intercity Terminals**

<b>Adams County</b>	<b>Butler County</b>	(Erie Cont'd.)
1 Capitol Bus Company 778 Baltimore Street Gettysburg, Pa.	12 Hilltop Bus Lines 306 N. Main Street Butler, Pa.	22 Greyhound Lines 28 N. Perry Square Erie, Pa.
2 Wolf's Bus Line York Springs, Pa.	<b>Cambria County</b>	<b>Fayette County</b>
<b>Allegheny County</b>	13 Greyhound Bus Terminal 47 Walnut Street Johnstown, Pa.	23 Uniontown Greyhound 45 E. Church Street Uniontown, Pa.
3 American Bus Lines Pittsburg, Pa.	<b>Centre County</b>	<b>Lackawanna County</b>
4 Greyhound Lines 11th St. & Liberty Ave. Pittsburgh, Pa.	14 Fullington Trailways 152 N. Atherton Street State College, Pa.	24 Capitol Trailways Lackawanna & Jefferson Scranton, Pa.
5 Trailways Terminal Penn Ave. at 10th St. Pittsburgh, Pa.	<b>Clearfield County</b>	25 Greyhound Terminal 23 Lackawanna Avenue Scranton, Pa.
<b>Beaver County</b>	15 Fullington Trailways Clearfield, Pa.	26 Modac-Carbondale Transfer 57 Salem Avenue Carbondale, Pa.
6 Grove City Terminal Zelienople, Pa.	16 Trailways Bus Terminal Hoover Avenue Dubois, Pa.	<b>Lancaster County</b>
<b>Berks County</b>	<b>Cumberland County</b>	27 Capitol Bus Company 22 W. Clay Street Lancaster, Pa.
7 Capitol Bus Company Intercity Bus Terminal 3rd & Penn Streets Reading, Pa.	17 Capitol Trailways Capitol City Airport Bldg. West Harrisburg, Pa.	<b>Lawrence County</b>
8 Beaver Terminal Vine & Baldy Streets Kutztown, Pa.	<b>Dauphin County</b>	28 Grove City Ellwood, Pa.
<b>Blair County</b>	18 Greyhound Lines 1303 N. 7th Street Harrisburg, Pa.	29 New Castle Bus Depot 134 N. Mercer Street New Castle, Pa.
9 Greyhound Lines 1213 Eleventh Street Altoona, Pa.	19 Capitol Bus. Company Capitol Twys. Bus Ctr. 4th & Chestnut Harrisburg, Pa.	<b>Lebanon County</b>
<b>Bradford County</b>	20 Greyhound Terminal Penn Central Station 441 Market Street Harrisburg, Pa.	30 Capital Bus Company Ft. Indiantown Gap RD 2 Annville, Pa.
10 Capitol Bus Company U.S. Highway #6 Wyalusing, Pa.	<b>Erie County</b>	
11 Capitol Bus Company Hospital Drive Towanda, Pa.	21 Grove City Bus Line Union City, Pa.	

Table 12 (Continued)  
**Major Intercity Terminals**

<b>Luzerne County</b>	(Montgomery Cont'd)	<b>Tioga County</b>
31 Capitol Trailways Public Square Wilkes-Barre, Pa.	40 Capitol Trailways P & W Building Main & Swede Streets Norristown, Pa.	49 Capitol Bus Company Mansfield Bus Agency 18 S. Main Street Mansfield, Pa.
32 Capitol Bus Company Trailways Trevel Center Church & Mine Streets Hazelton, Pa.	<b>Northampton County</b>	<b>Union County</b>
<b>Lycoming County</b>	41 Bethlehem Bus Agency 707 N. New Street Bethlehem, Pa.	50 Capitol Bus Company Lewisburger Hotel 136 Marker Street Lewisburg, Pa.
33 Capitol Bus Company 56 E. 3rd Street Williamsport, Pa.	<b>Northumberland County</b>	<b>Venango County</b>
<b>McKean County</b>	42 S & N Transit Company 622 Edison Avenue Sunbury, Pa.	51 Grove City Bus Line Franklin, Pa.
34 Trailways Terminal 44 State Street Bradford, Pa.	<b>Northumberland County</b>	52 Grove City Bus Line Union Bus Terminal 353 Seneca Street Oil City, Pa.
<b>Mercer County</b>	43 Greyhound Lines 3rd & Arch Streets Sunbury, Pa.	<b>Westmoreland County</b>
35 Union Bus Depot 205 Bank Place Sharon, Pa.	44 Shamokin Bus Station Orange & Commerce Shamokin, Pa.	53 Lincoln Coach Lines Irwin, Pa.
<b>Monroe County</b>	<b>Philadelphia</b>	54 Greensburg Bus Terminal 416 S. Main Street Greensburg, Pa.
36 Transportation Center of the Poconos 615 Mail Street Stroudsburg, Pa.	45 Safeway Trails, Inc. Philadelphia, Pa.	<b>York County</b>
37 Stroudsburg Bus Terminal 231 Park Avenue Stroudsburg, Pa.	46 Greyhound Lines 1171 W. Market Street Philadelphia, Pa.	55 Capitol Bus Company Trailways Terminal York, Pa.
<b>Montgomery County</b>	<b>Schuylkill County</b>	
38 Capitol Trailways 10 N. Hanover Street Pottstown, Pa.	47 Capitol Bus Company C.A. Lord Blvd. & Norwegian Street Pottsville, Pa.	
39 Capitol Bus Company Valley Forge Shopping Ctr. King of Prussia, Pa.	48 Capitol Bus Company 10 W. Center Street Trailways Agency Shenandoah, Pa.	

**Source:** Surveys by Carter-Goble Associates, Inc., 1983/84



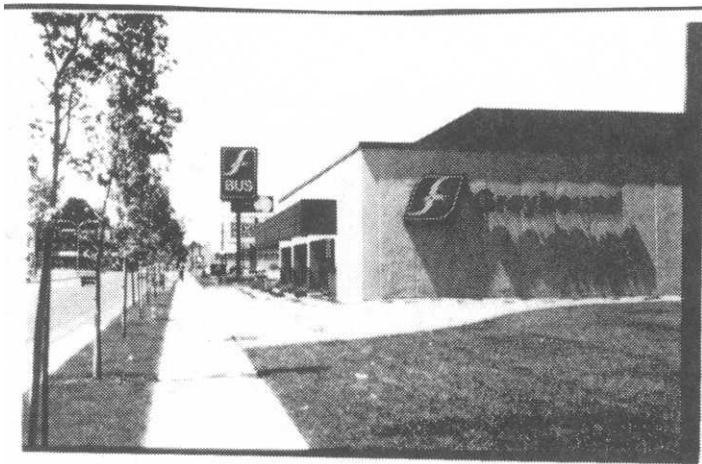


Figure 8. Pennsylvania intercity bus terminals: (a) Greyhound's new Harrisburg terminal; (b) Grove City Bus, Greyhound, Fullington Trailways Terminal-Sharon, Pa.; (c) State College's regional bus terminal.

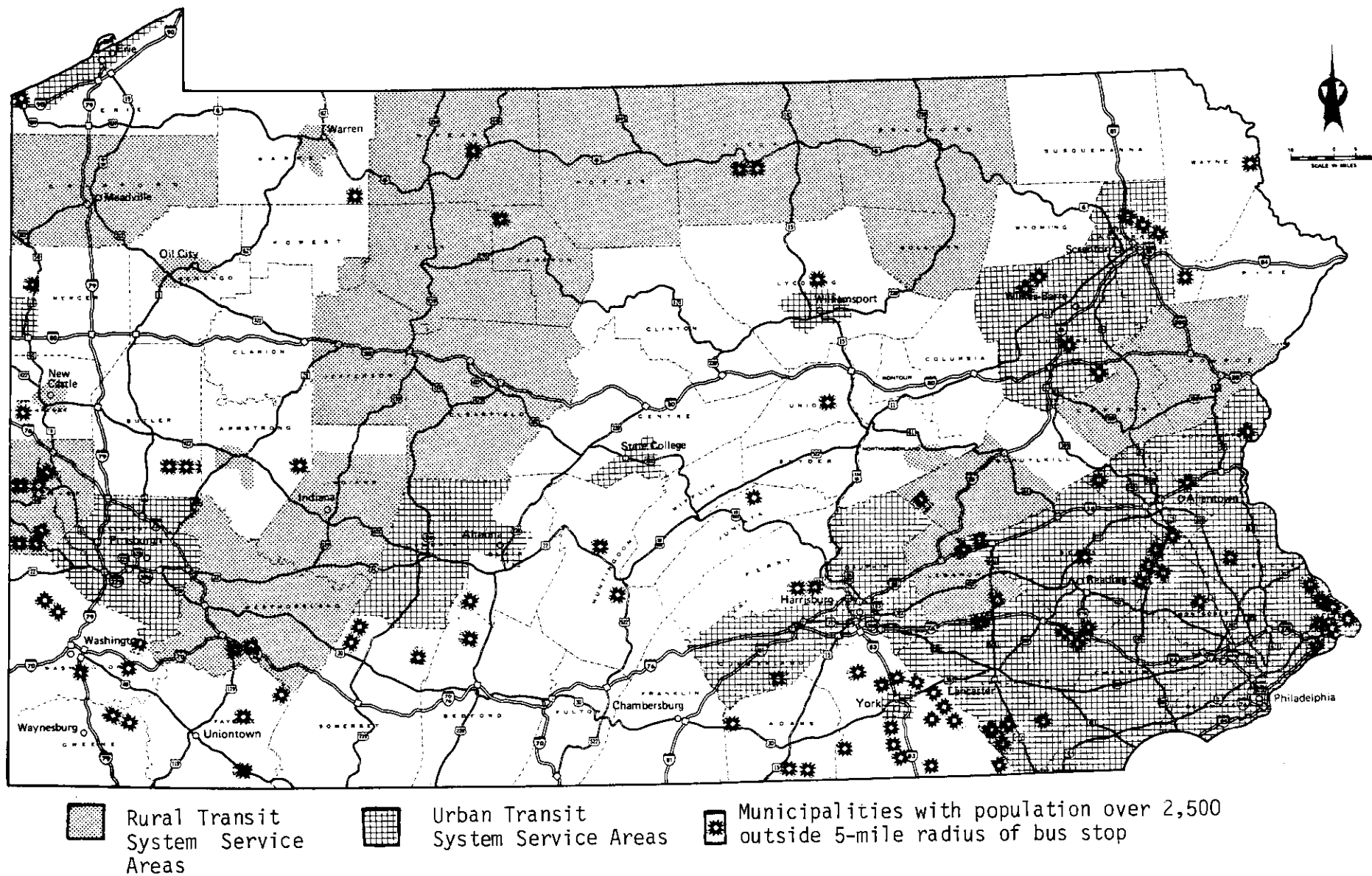


Figure 9. Municipalities outside a five-mile radius of an intercity bus stop and with a population of more than 2,500.

with the urban center. However, many of these routes have been eliminated due to low ridership and local financial constraints.

Many other municipalities beyond the five-mile radius are within the service areas of rural transit systems. Statewide, 42 counties are served by countywide or local, urban, or rural fixed-route transit systems. Twenty-five counties have no publicly operated transit service. Counties without a public transit agency, but which have a significant number of municipalities beyond the five-mile radius of an intercity bus stop include Washington, Greene, Somerset, and Adams. Future local policy decisions will have to be made if these areas are to be served by regularly scheduled local transit.

Another part of the public transportation system that should be considered when evaluating the adequacy of intercity bus service is the growing number of public demand-responsive transportation systems which are funded by the Section 203 program to provide reduced fares for senior citizens using shared-ride services. The Section 203 program is a lottery-funded program that pays for 90% of the cost of transportation for persons over 65 years of age on shared-ride, demand-responsive transportation systems. Private taxi and paratransit operators as well as public agencies can obtain Section 203 revenue replacement grants to offer this service. While focusing primarily on the needs of persons over 65 years of age, this service is also available to the general public. Expanded demand-responsive services can also be used to transport rural residents to existing intercity bus connections.

#### PENNSYLVANIA INTERCITY BUS FLEET

Intercity bus carriers that operate in Pennsylvania own over 6,200 vehicles. Excluding Greyhound and the two national Trailways companies, Pennsylvania carriers owned 2,521 vehicles in 1982. While nearly all of the vehicles operated by Greyhound and the National Trailways Bus System are intercity coaches, 56% of the vehicles operated by the smaller carriers are school buses, vans, or other small vehicles. Figure 10 illustrates the types of vehicles currently used in intercity service.

The fleet size and average bus age for the major scheduled intercity bus operators are shown in Table 13. The N/A designation indicates that the

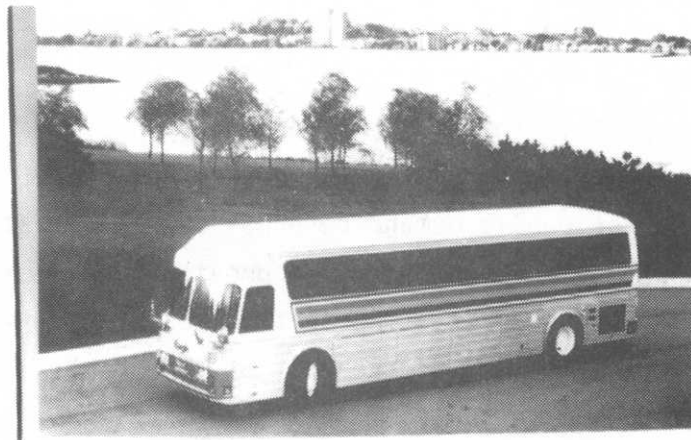


Figure 10. Current intercity buses.

Table 13. Fleet characteristics of the Pennsylvania  
intercity bus industry, 1982.

Carrier	Total Fleet	No. of Buses Intercity	Average Age Total Fleet
Greyhound Lines	3276	3276	5.00
National Trailways Bus System			
American Buslines*	311	311	N/A
King Coal Trailways	N/A	N/A	N/A
Capitol Trailways	70	70	5.46
Fullington Trailways	70	54	8.69
Martz Trailways	76	76	4.14
Safeway Trails, Inc.*	<u>107</u>	<u>107</u>	N/A
NTBS Total	634	618	6.03**
88 Transit	24	24	7.79
Bieber, Carl R. Tourways	96	57	7.11
Blue Bird Coach Lines	266	110	6.88
Blue and White Lines	78	64	6.19
Butler Motor Transit	26	26	6.96
Central Cab Co.	65	18	5.40
Chenango Valley Bus Lines	12	12	6.75
Edenfield Stages	17	3	7.76
G. G. and C. Bus Co.	56	4	7.11
Grenaldo, D., Inc.	15	6	8.87
Grove City Bus Line	28	28	7.57
Lincoln Coach Lines	25	25	7.72
Lodestar Bus Lines, Inc.	11	6	7.27
Reeder's, Inc.	13	8	6.23
Starr Transit	47	39	6.21
Suburban Lines, Inc.	25	25	10.88
Trans-Bridge Lines, Inc.	24	24	5.50
Trenton-Phila. Coach	<u>4</u>	<u>4</u>	12.00
All Large Independent Scheduled Carriers	832	483	6.93

\*Divisions of Trailways, Inc.

\*\*Excluding American Buslines, Safeway Trails, and King Coal Trailways

carriers did not provide the requested fleet data and that PUC records did not indicate average fleet age or number of vehicles. Note that the average fleet age is for all vehicles, not just for intercity buses. Table 14 summarizes the average fleet age for the total fleet and for the intercity coach fleet for each of the five categories of carriers. It also indicates the percentage of the fleet that is over eight years old. Since the life expectancy of school buses is less than that of intercity coaches, the average fleet age is lower for the carriers with a large school bus fleet than for carriers with intercity coach fleets only. The age of the intercity bus fleet of charter and small scheduled operators is 1.5 to 2 times that of the largest intercity carriers. Greyhound's average fleet age is 5.0 years, whereas the age of the intercity bus fleets owned by charter carriers is nearly 12 years.

Intercity bus operators were sent a survey in which they were asked to indicate which vehicles in their fleets were used for scheduled service and which were used for charter work and other purposes. However, since few carriers provided this information, it was necessary to use PUC records of make and model to determine the types of vehicles owned by the carriers. Table 15 summarizes the brands and types of vehicles operated by intercity bus carriers in 1982. It is not possible to determine whether school buses were used in scheduled service or whether all of the intercity coaches were used in scheduled or charter services.

As indicated in the discussion of carrier survey responses in Chapter 5, most carriers indicated a policy of assigning the newest equipment to charter and tour operation. Given the marginal profitability of many scheduled runs, it is not surprising that older equipment is often used in this service. Only one carrier, a Trailways affiliate, indicated that the newest vehicles were assigned to the scheduled service runs. The two national Trailways companies and Greyhound did not respond to this question.

#### INTERCITY BUS FARES

The intercity bus industry is faced with a two-tiered fare structure for scheduled services: interstate and intrastate. This structure has evolved as interstate fares under the jurisdiction of the ICC were allowed to rise while

Table 14. Average fleet age by category of carrier, 1982.

Category	<u>Total Fleet</u>			<u>Intercity Bus Only</u>		
	Number of Buses	Average Age	% over 8 Years Old	Number of Buses	Average Age	% over 8 Years Old
Greyhound	3276	5.0	N/A	3276	5.0	N/A
National Trailways Bus System	634	6.03*	15*	307	5.27*	15*
Major Independent Scheduled Carriers	832	6.93	36	483	7.36	41
Other Scheduled Service Carriers	659	8.40	45	239	8.86	56
Charter Operators	816	9.77	53	194	11.76	77

\*Excluding American Buslines, Safeway Trails, and King Coal Trailways.

Table 15. Types of vehicles owned by intercity bus operators.

Intercity Buses	All Carriers	All Carriers Except Greyhound and Trailways
GMC	584	531
Eagle	492	72
MCI/TMC	3716	294
Prevost	17	17
School Buses and Other	<u>1408</u>	<u>1291</u>
Total	6217	2305



intrastate fares, under the control of state regulatory agencies, were held to lower levels. Interstate fares are often 30 to 40% higher per mile than intrastate fares because of the difference in regulatory philosophy between the ICC and state agencies. Table 16 presents a number of interstate and intrastate fares taken from 1982 carrier tariffs. Interstate rates average between \$0.17 and \$0.20 per mile. Intrastate fares range from as little as \$0.05 per mile for the Blue and White Lines subsidized route between Altoona and Johnstown to \$0.18 per mile for several intrastate Greyhound services. The average intrastate fare is about \$0.10 to \$0.15 per mile.

Until recently, there was relatively little price competition among intercity bus carriers. Most fare increases were general rate increases that raised the fares for all carriers by the same percentage. During the 18-month period from early 1981 to the passage of the BRRRA in October 1982, general fare increases raised interstate, intercity bus fares more than 30%. Since deregulation, selective discounts and price reductions have become commonplace. The National Trailways Bus System's new interstate fare structure, listed in Table 7, reduces the cost of many trips and sets the maximum fare of \$149 for any trip via the Trailways system. It also represents a major simplification of the tariff: an important consideration when trying to familiarize station agents with current prices.

Because the BRRRA gives the ICC the power to overrule state regulatory agencies that have denied rate increases on intrastate services, carriers nationwide have been able to achieve rate parity between intrastate and interstate rates by appealing unfavorable state decisions to the ICC. Recently, Greyhound petitioned the PUC for a 15% increase in intrastate fares. When the PUC denied the request, Greyhound successfully appealed to the ICC and the rate increase was implemented.

Price competition is also increasing for charter bus operations. Charter fares reported by carriers ranged from as little as \$0.80 to as much as \$1.80 per vehicle mile. The higher amounts are typically charged by the larger carriers that use the newest intercity coaches. The lower charges are often for school buses or older intercity equipment. Established carriers face increased competition from new entrants into the charter business which often quote rates of \$1.00 or less per vehicle mile.

Table 16. Sample of average fare per mile for Pennsylvania  
intercity bus carriers (January 1984)

Greyhound Lines, Inc

A. Interstate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Harrisburg - Hagerstown, MD	14.35	72	.20
Philadelphia - New York, NY	15.00	106	.14
Harrisburg - Washington, DC	19.30	130	.15
Pittsburgh - Mansfield, OH	28.80	154	.19
Pittsburgh - Columbus, OH	33.35	182	.18

B. Intrastate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Gettysburg - York*	3.30	31	.11
Breezewood - Johnstown	9.90	54	.18
Ebensburg - Pittsburgh	13.80	77	.18
Bedford - Gettysburg	14.75	80	.18
State College - Harrisburg	10.75	90	.12

Safeway Trails, Inc

A. Interstate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Philadelphia - Newark, NJ	16.00	82	.20
Lancaster - Wilmington, DE	12.30	50	.25
Philadelphia - New Brunswick, NJ	11.65	59	.20
Philadelphia - Baltimore, MD	17.95	94	.19
Philadelphia - Washington, DC	22.75	130	.18

B. Intrastate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Chester - Philadelphia	2.75	15	.18
Lancaster - Denver	2.90	18	.16
Lancaster - Reading	5.50	32	.17
Allentown - Reading	5.50	40	.14
Allentown - Lancaster	10.70	72	.15

\*Subsidized by PaDOT

Table 16. (Continued).

Capitol TrailwaysA. Interstate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Williamsport - Elmira, NY	17.95	78	.23
Wilkes Barre - Elmira, NY	19.30	102	.19
Harrisburg - Elmira, NY	34.25	162	.21
Scranton - Baltimore, MD	32.85	187	.18
Scranton - Washington, DC	37.40	223	.17

B. Intrastate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Lewisburg - Sunbury	1.80	11	.16
Sunbury - Williamsport	5.90	35	.17
Hershey - Reading	11.85	49	.18
Harrisburg - Scranton	23.10	126	.18
Gettysburg - Scranton	30.55	167	.18

Martz TrailwaysA. Interstate

City Pair	One-Way Trip Fare (\$)	Mileage	\$/mi
Easton - Newark, NJ	8.85	67	.13
Stroudsburg Newark, NJ	10.00	72	.14
Wilkes Barre - Atlantic City, NJ*	19.50	179	.13
Wilkes Barre - New York City	16.30	148	.11

B. Intrastate

City Pair	Fare (\$)	Mileage	\$/mi
Easton - Stroudsburg	2.75	32	.08
Scranton - Stroudsburg	4.35	45	.10
Easton - Wilkes Barre	6.75	66	.08
Philadelphia - Scranton	11.15	122	.09

\*Special casino fare is \$21.95 round trip

Table 16. (Continued).

Fullington Auto BusA. Interstate

City Pair	Fare (\$)	Mileage	\$/mi
Bradford - Buffalo, NY	17.60	76	.23
Clearfield - Buffalo, NY	32.15	158	.20
Punxsutawney - Buffalo, NY	35.35	170	.21
State College - Buffalo, NY	35.80	198	.18
Pittsburgh - Buffalo, NY	43.75	214	.20

B. Intrastate

City Pair	Fare (\$)	Mileage	\$/mi
Bradford - Kane	4.25	29	.15
Pittsburgh - Punxsutawney	11.85	81	.15
Dubois - Pittsburgh	14.15	102	.14
Pittsburgh - State College	16.55	137	.12
Bradford - Pittsburgh	21.55	159	.14

Additional Intrastate Fare Information From a Sample  
of Class II and III Carriers

Carrier	City Pair	Fare (\$)	Mileage	\$/mi.
Bieber	Allentown - Bethlehem	1.10	9	.12
Suburban	Pittsburgh - Washington	3.55	27	.13
Debolt-Somerset	New Stanton - Somerset	2.50	35	.07
Bieber	Allentown - Reading	4.00	40	.10
Blue and White*	Altoona - Johnstown	2.25	43	.05
Butler	Kittaning - Pittsburgh	3.45	45	.08
Ash.-Sham.	Allentown - Philadelphia	8.50	62	.14
Grove City	Johnstown - New Castle	8.75	106	.08
Susquehanna	Easton - Williamsport	18.20	133	.14
Lincoln Coach	Pittsburgh - Warren	18.80	137	.14
Ash.-Sham.	Philadelphia - Williamsport	20.70	165	.13

\*Subsidized by PaDOT

#### 4. PENNSYLVANIA INTERCITY BUS CARRIERS

Nearly all of the intercity bus service in Pennsylvania is provided by 25 private companies which range in size from Greyhound Lines with over \$633 million in assets to Trenton-Philadelphia Coach with just over a quarter of a million dollars in assets. While the industry is dominated by three national firms--Greyhound Lines, American Buslines, and Safeway Trails, Inc.--most intercity bus service providers are small businesses that serve a local or regional market within the state. The purpose of this chapter is to present a financial profile of these carriers, to analyze their revenue and expense statistics, and to identify past trends in their performance.

##### DATA SOURCES AND LIMITATIONS

The financial and operating data reported in this chapter were obtained from the 1978 and 1982 annual reports filed by the carriers with the Pennsylvania Public Utility Commission. The data were tabulated and verified against the annual reports and sent to the carriers as part of the carrier survey, for additional verification. Not all carriers responded to the questionnaire, and not all of those that did respond checked the accuracy of the financial data. In addition, carriers did not provide all of the data requested in the PUC annual report; operating statistics, especially vehicle miles by type of service, and number of passengers were often omitted. Internal inconsistencies in some of the data filed with the PUC also give reason to question the accuracy of some of the data. Missing data, or data that appeared to be incorrect, are noted in the tables as "N/A."

##### CARRIER SAMPLE

More than two hundred carriers file annual reports with the Pennsylvania Public Utility Commission. As part of the present study, 94 of these carriers were identified as providing intercity scheduled or charter bus service and were included in the carrier survey and other analyses. Twenty-five carriers earned over \$100,000 from scheduled service operations in 1982 and were identified as the major providers of intercity bus service in the state. All

carriers listing service in Russells' Guide were included in the subsample of 25 carriers, along with several others that provide intercity scheduled service but do not list their routes and schedules in the Guide. For purposes of analysis, the 25 carriers were further subdivided into three groups: Greyhound, the National Trailways Bus System affiliates, and the other major independent providers of scheduled service. The remaining carriers were divided into two groups: those carriers with scheduled service revenue between \$2,000 and \$100,000, and those carriers with less than \$2,000 of scheduled revenue--primarily school bus and charter service operators.

This classification scheme does not imply homogeneity within the classes. In fact, a review of Table 17 shows the wide disparity in size of assets and total operating revenue between the two Trailways Inc. divisions (American Buslines and Safeway Trails, Inc.) and the smaller affiliated carriers such as Ashland and Shamokin Bus Company (King Coal Trailways) and Fullington Trailways. In the Major Independent Carrier category, the carriers range in size from the New York-based Blue Bird Coach Lines with over \$10 million in revenue to Lodestar Bus Lines, Inc. with only \$157,000 in 1982 revenue.

Ten of the 25 carriers that have been singled out for more detailed analysis in this study are classified as Class I carriers by the Interstate Commerce Commission and have annual operating revenue of over \$3 million. All but three of the remaining 15 are Class II carriers and have annual revenues between \$0.5 million and \$3 million.

Most of the carriers in the sample would be classified as "small businesses." Only Greyhound, the two Trailways Inc. divisions, and Blue Bird Coach Lines operate more than one hundred buses. Many of these companies have grown rapidly in the past five years. Table 18 presents a comparison of total assets in 1978 and 1982 for the 25 companies. Only Reeder's Inc. and Trenton-Philadelphia Coach experienced a decrease in assets. Most companies that reported employee data to the PUC showed an increase in total employment. American Buslines had a 17.2% decrease in employment between 1978 and 1982, while Safeway Trails, Inc. showed a 55.3% increase in total employment (see Table 19).

Table 17. Assets, number of vehicles, and revenue for scheduled service intercity bus carriers.

	Assets 1982 (\$)	Number of Vehicles	Revenue 1982 (\$)
GREYHOUND LINES	633,041,913	3,276	849,527,943
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines*	56,250,637	311	43,932,349
Ashland & Shamokin	912,607	N/A	1,390,555
Capitol Bus Co.	7,883,963	70	8,851,751
Fullington Trailways	2,201,678	70	2,727,648
Martz Trailways	18,792,438	76	8,727,173
Safeway Trails, Inc.*	<u>12,089,634</u>	<u>107</u>	<u>30,012,521</u>
Total - NTBS	\$98,130,957	634	\$95,641,997
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	2,567,565	24	1,628,812
Bieber, Carl R. Tourways	8,298,925	96	6,010,175
Blue Bird Coach Lines	10,003,876	266	10,152,715
Blue and White Lines	8,039,508	78	4,404,552
Butler Motor Transit	2,806,983	26	1,856,426
Central Cab Co.	3,162,601	65	2,886,799
Chenango Valley Bus Lines	1,439,772	12	1,218,929
Edenfield Stages	658,825	17	566,493
G.G. & C. Bus Co.	N/A	56	1,339,412
Grenaldo, D., Inc.	440,918	15	357,218
Grove City Bus Line	3,341,187	28	3,496,608
Lincoln Coach Lines	3,026,899	25	2,820,948
Lodestar Bus Lines, Inc.	383,809	11	157,052
Reeder's, Inc.	643,983	13	508,489
Starr Transit Co.	6,474,453	47	7,593,309
Suburban Lines, Inc.	2,147,070	25	1,638,967
Trans-Bridge Lines	4,123,993	24	2,534,579
Trenton-Phila. Coach	<u>255,406</u>	<u>4</u>	<u>248,604</u>
Total - Major Independent Carriers	\$57,815,773	832	\$49,420,087

\*Divisions of Trailways Inc.

Table 18. Assets of Pennsylvania intercity carriers, 1978-1982.

	<u>Total Assets</u>		% Change
	1978	1982	
GREYHOUND LINES	448,981,432	633,041,913	41.0
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines*	14,180,416	56,250,637	296.7
Ashland & Shamokin	355,475	912,607	156.7
Capitol Bus Co.	3,432,544	7,883,963	129.7
Fullington Trailways	1,384,184	2,201,678	59.1
Martz Trailways	9,546,944	18,792,438	96.8
Safeway Trails, Inc.*	<u>5,566,274</u>	<u>12,089,634</u>	<u>117.2</u>
Total - NBTS	34,465,837	98,130,957	184.7
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	1,916,935	2,567,565	33.9
Bieber, Carl R. Tourways	4,685,776	8,298,925	77.1
Blue Bird Coach Lines	3,215,638	10,003,876	211.0
Blue and White Lines	2,996,716	8,039,508	168.3
Butler Motor Transit	1,001,565	2,806,983	180.3
Central Cab Co.	1,297,532	3,162,601	143.7
Chenango Valley Bus Lines	381,104	1,439,772	277.8
Edenfield Stages	333,636	658,825	97.5
G.G. & C. Bus Co.	802,660	N/A	N/A
Grenaldo, D., Inc.	352,791	440,918	25.0
Grove City Bus Line	2,300,327	3,341,187	45.2
Lincoln Coach Lines	1,642,763	3,026,899	84.3
Lodestar Bus Lines, Inc.	N/A	383,809	N/A
Reeder's, Inc.	709,865	643,983	-9.3
Starr Transit Co.	1,957,243	6,474,453	230.8
Suburban Lines, Inc.	1,678,860	2,147,070	27.9
Trans-Bridge Lines	829,487	4,123,993	397.2
Trenton-Phila. Coach	<u>410,360</u>	<u>255,406</u>	<u>-37.8</u>
Total - Major Independent Carriers	26,513,258	57,815,773	118.1
*Divisions of Trailways Inc.			



Table 19. Change in total employment, 1978-1982.

	<u>Total Employees</u>		% Change
	1978	1982	
GREYHOUND LINES	16,073	16,734	4.1
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines*	1,086	899	-17.2
Ashland & Shamokin	N/A	N/A	N/A
Capitol Bus Co.	125	159	27.2
Fullington Trailways	81	117	44.4
Martz Trailways	135	168	24.4
Safeway Trails, Inc.*	<u>474</u>	<u>736</u>	<u>55.3</u>
Total - NBTS	1,901	2,079	9.4
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	N/A	42	N/A
Bieber, Carl R. Tourways	119	186	56.3
Blue Bird Coach Lines	234	316	35.0
Blue and White Lines	N/A	106	N/A
Butler Motor Transit	N/A	35	N/A
Central Cab Co.	N/A	N/A	N/A
Chenango Valley Bus Lines	N/A	25	N/A
Edenfield Stages	N/A	18	N/A
G.G. & C. Bus Co.	69	69	0.0
Grenaldo, D., Inc.	N/A	N/A	N/A
Grove City Bus Line	65	72	10.8
Lincoln Coach Lines	30	51	70.0
Lodestar Bus Lines, Inc.	N/A	8	N/A
Reeder's, Inc.	14	20	42.9
Starr Transit Co.	N/A	127	N/A
Suburban Lines, Inc.	44	26	-40.9
Trans-Bridge Lines	29	53	82.8
Trenton-Phila. Coach	5	46	820.0
*Divisions of Trailways Inc.			

The remaining sections of this chapter summarize intercity bus carrier financial and operating data for 1978 and 1982. In some cases industry or carrier group averages are given. However, since there is so much variation in the quality and availability of data, and because three companies (Greyhound and the two Trailways Inc. divisions) constitute such a substantial part of the industry totals, industrywide averages are not presented in most cases. When they are, the measures reported as industry averages are often very close to the values for Greyhound or Trailways and, therefore, add little to the understanding of the industry's characteristics.

## INTERCITY BUS CARRIER REVENUE AND EXPENSES

### Revenue

As indicated in Chapter 2, the intercity bus industry has become less dependent on scheduled service revenue as a percentage of total revenue as charter business has expanded. While the major carriers such as Greyhound, and the NTBS members still depend to a large extent on scheduled service, the charter and tour areas of the business exhibit the greatest growth potential. Table 20 indicates the distribution of revenue by source for the five categories of carriers in this study. Generally, the smaller carriers rely on charter and school contract revenue for the bulk of their income, while the largest carriers derive most revenue from scheduled service and the related transportation of baggage (see Table 21). A breakdown of revenue sources for the major scheduled carriers in 1982 is shown in Table 22 and in Figure 11. A comparison of Table 22 (percentage of revenue derived from scheduled service) and Table 23 (percentage of total miles of service devoted to scheduled operations) indicates that most carriers devote a disproportionate share of bus miles to scheduled service, considering the percentage of total income derived from this portion of their business.

It is difficult to generalize about the trends in scheduled service ridership since some carriers have experienced an increase in ridership of more than 200% between 1978 and 1982, while others, including American Buslines, have experienced a decline (see Table 24). These changes resulted not only from changes in ridership on routes that have been continuously

Table 20. Percentage of revenue by type of service, 1978-1982.

Category of Carrier	Year	Scheduled	Charter	Package Express	School	Other
1 - Greyhound	1978	70.0	11.8	0.2	0.0	18.0
	1982	72.4	10.6	0.3	0.0	16.7
2 - National Trailways Bus System	1978	64.2	21.1	13.0	0.9	0.8
	1982	70.9	18.0	9.7	0.7	0.7
3 - Major Independents	1978	22.9	58.2	1.0	17.3	0.6
	1982	21.0	65.5	3.1	10.4	0.0
4 - Carriers with between \$2,000 and \$100,000 scheduled revenue	1978	7.8	60.0	0.2	32.0	0.0
	1982	3.6	70.4	4.1	21.9	0.0
5 - Carriers with less than \$2,000 scheduled revenue	1978	9.2	60.2	0.3	30.3	0.0
	1982	0.4	58.4	0.0	41.2	0.0

Table 21. Scheduled and total passengers on major  
scheduled carriers, 1982.

	<u>Passengers</u>		% Scheduled/ Total
	Scheduled Service	Total	
GREYHOUND LINES	47,669,730	57,139,185	83.0
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines	1,846,452	2,013,543	92.0
Ashland & Shamokin	N/A	N/A	N/A
Capitol Bus Co.	648,153	800,014	81.0
Fullington Trailways	679,389	736,485	92.0
Martz Trailways	345,967	747,788	46.0
Safeway Trails, Inc.	<u>3,074,242</u>	<u>3,170,932</u>	<u>97.0</u>
Total - NBTS	6,594,203	7,468,762	88.0
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	542,944	581,527	93.0
Bieber, Carl R. Tourways	279,909	598,349	47.0
Blue Bird Coach Lines	71,024	416,688	17.0
Blue and White Lines	N/A	N/A	N/A
Butler Motor Transit	N/A	N/A	N/A
Central Cab Co.	N/A	N/A	N/A
Chenango Valley Bus Lines	33,695	369,230	9.0
Edenfield Stages	85,182	135,844	63.0
G.G. & C. Bus Co.	204,126	204,126	100.0
Grenaldo, D., Inc.	N/A	N/A	N/A
Grove City Bus Line	49,295	49,295	100.0
Lincoln Coach Lines	111,283	192,270	58.0
Lodestar Bus Lines, Inc.	30,772	38,292	80.0
Reeder's, Inc.	N/A	N/A	N/A
Starr Transit Co.	159,636	1,050,043	15.0
Suburban Lines, Inc.	404,576	459,508	88.0
Trans-Bridge Lines	35,000	225,000	16.0
Trenton-Phila. Coach	<u>126,201</u>	<u>129,361</u>	<u>98.0</u>
Total - Major Independent Carriers	2,133,643	4,449,533	48.0

Table 22. Distribution of revenue by source, 1982.

	Scheduled Service	Percent Charter	Package Express	School	Other
GREYHOUND LINES	72.4	10.6	0.3	0.0	16.7
NATIONAL TRAILWAYS BUS SYSTEM					
American Buslines*	74.3	11.9	13.8	0.0	0.0
Ashland & Shamokin	31.6	57.4	0.0	11.0	0.0
Capitol Bus Co.	63.8	29.3	0.0	0.0	6.9
Fullington Trailways	33.9	38.9	5.3	18.7	3.2
Martz Trailways	37.4	58.2	4.2	0.2	0.2
Safeway Trails, Inc.*	83.0	8.0	9.0	0.0	0.0
MAJOR INDEPENDENT CARRIERS					
88 Transit Lines	52.6	47.2	0.2	0.0	0.0
Bieber, Carl R. Tourways	30.6	60.0	1.0	8.4	0.0
Blue Bird Coach Lines	5.0	69.3	0.5	25.2	0.0
Blue and White Lines	8.9	87.0	0.9	3.2	0.0
Butler Motor Transit	100.0	0.0	0.0	0.0	0.0
Central Cab Co.	4.2	64.8	0.0	30.5	0.5
Chenango Valley Bus Lines	13.9	83.2	2.9	0.0	0.0
Edenfield Stages	19.2	34.9	0.0	0.0	0.0
G.G. & C. Bus Co.	21.2	12.8	4.2	61.8	0.0
Grenaldo, D., Inc.	73.4	26.6	0.0	0.0	0.0
Grove City Bus Line	8.1	91.7	0.2	0.0	0.0
Lincoln Coach Lines	16.0	83.8	0.2	0.0	0.0
Lodestar Bus Lines, Inc.	64.3	22.5	13.2	0.0	0.0
Reeder's, Inc.	23.9	59.4	16.7	0.0	0.0
Starr Transit Co.	21.5	63.3	15.2	0.0	0.0
Suburban Lines, Inc.	53.2	46.5	0.2	0.0	0.0
Trans-Bridge Lines	11.0	89.0	0.0	0.0	0.0
Trenton-Phila. Coach	92.4	7.6	0.0	0.0	0.0

\*Divisions of Trailways Inc.

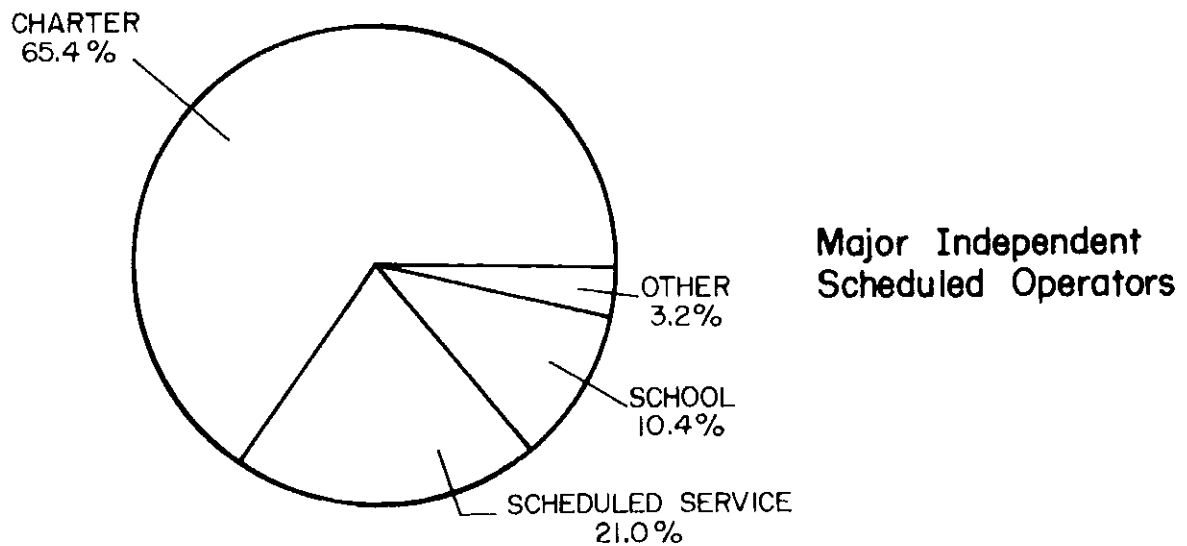
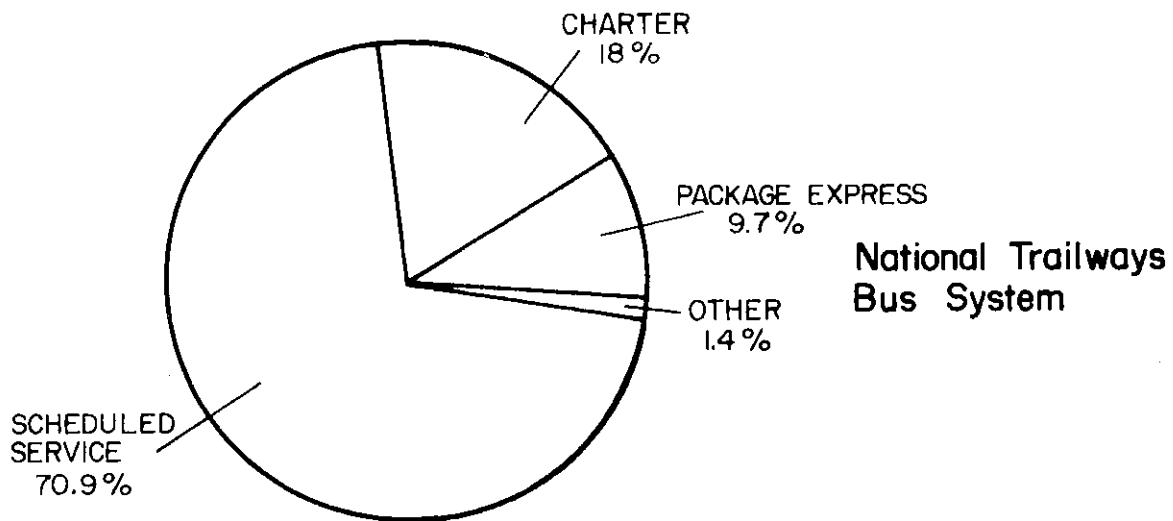
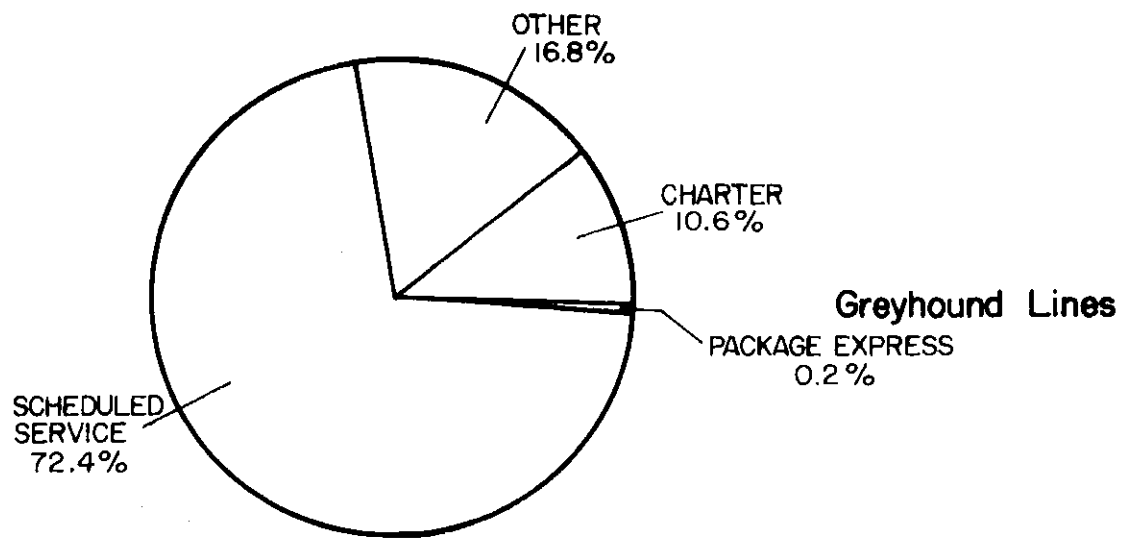


Figure 11. Distribution of revenue, 1982.

Table 23. Scheduled and total vehicle miles for major  
scheduled carriers, 1982.

	Scheduled Service Miles	Total Vehicle Miles	% Scheduled/ Total Miles
GREYHOUND LINES	352,049,177	401,773,215	88.0
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines*	24,866,294	28,037,755	89.0
Ashland & Shamokin	N/A	N/A	N/A
Capitol Bus Co.	2,952,054	4,756,127	62.0
Fullington Trailways	1,009,338	1,680,936	60.0
Martz Trailways	2,059,341	5,370,190	38.0
Safeway Trails, Inc.*	<u>11,185,713</u>	<u>12,532,491</u>	<u>89.0</u>
Total - NBTS	42,972,740	52,377,499	80.0
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	577,834	968,416	60.0
Bieber, Carl R. Tourways	1,174,334	3,173,820	37.0
Blue Bird Coach Lines	534,386	4,944,211	11.0
Blue and White Lines	253,092	2,932,498	N/A
Butler Motor Transit	N/A	N/A	N/A
Central Cab Co.	N/A	N/A	N/A
Chenango Valley Bus Lines	172,958	839,728	21.0
Edenfield Stages	96,387	236,262	41.0
G.G. & C. Bus Co.	232,156	232,156	100.0
Grenaldo, D., Inc.	N/A	N/A	N/A
Grove City Bus Line	246,924	1,585,751	16.0
Lincoln Coach Lines	347,065	1,238,819	28.0
Lodestar Bus Lines, Inc.	102,132	118,800	86.0
Reeder's, Inc.	115,316	347,866	N/A
Starr Transit Co.	725,737	4,446,451	16.0
Suburban Lines, Inc.	367,814	756,656	49.0
Trans-Bridge Lines	126,000	1,965,900	6.0
Trenton-Phila. Coach	<u>186,048</u>	<u>195,438</u>	<u>95.0</u>
Total - Major Independent Carriers	5,258,183	23,982,772	22.0

\*Divisions of Trailways Inc.

Table 24. Total scheduled service passengers, 1978-1982.

	1978	1982	% Change
GREYHOUND LINES	46,308,165	47,669,730	3.2
NATIONAL TRAILWAYS BUS SYSTEM			
American Buslines*	2,049,801	1,846,452	-9.9
Ashland & Shamokin	N/A	N/A	N/A
Capitol Bus Co.	348,274	648,153	86.1
Fullington Trailways	738,050	679,389	-7.9
Martz Trailways	173,520	345,967	99.4
Safeway Trails, Inc.*	<u>1,913,945</u>	<u>3,074,242</u>	<u>60.6</u>
Total - NTBS	5,223,590	6,594,203	26.2
MAJOR INDEPENDENT CARRIERS			
88 Transit Lines	N/A	542,944	N/A
Bieber, Carl R. Tourways	173,714	279,909	61.1
Blue Bird Coach Lines	39,830	71,024	78.3
Blue and White Lines	56,082	N/A	N/A
Butler Motor Transit	N/A	N/A	N/A
Central Cab Co.	N/A	N/A	N/A
Chenango Valley Bus Lines	N/A	33,695	N/A
Edenfield Stages	N/A	85,182	N/A
G.G. & C. Bus Co.	N/A	204,126	N/A
Grenaldo, D., Inc.	N/A	N/A	100.0
Grove City Bus Line	51,662	49,295	-4.6
Lincoln Coach Lines	71,114	111,283	56.5
Lodestar Bus Lines, Inc.	N/A	30,772	N/A
Reeder's, Inc.	132,199	188,483	42.6
Starr Transit Co.	51,419	159,636	210.5
Suburban Lines, Inc.	679,781	404,576	-40.5
Trans-Bridge Lines	N/A	N/A	N/A
Trenton-Phila. Coach	81,494	126,201	54.9

\*Divisions of Trailways Inc.



operated since 1978, but also from changes in ownership of route authorities among the Trailways affiliates, and abandonments or additions to service during the five-year period being studied.

### Expenses

Approximately 40% of the costs of intercity bus operations are associated with directly providing line-haul services, i.e., drivers' wages and fringes, and fuel expense. An additional 15% of the carrier's costs are attributable to the maintenance function. The extent to which terminal and traffic (sales and marketing) expenses are important in the overall cost structure is highly correlated with the extent of a carrier's scheduled operations. A breakdown of expenses by category of carrier for 1982 is presented in Table 25 and graphically shown in Figure 12.

Drivers' wages represent a major component of intercity bus carrier costs. In some companies, 70% to 80% of all employees are involved in the "transportation" function. Table 26 shows the breakdown of employees by category for the major functional areas of the industry. Table 27 summarizes data from the carrier survey on the highest wage rate paid to drivers either per mile or per hour. As can be seen, the larger national carriers pay much higher wage rates than do the smaller local carriers. Although the sample is small, the data in Table 27 indicate that the smaller carriers have an advantage in comparison with the larger unionized companies such as Greyhound or the major Trailways companies.

### OVERALL CARRIER PERFORMANCE

Over the past decade, the intercity bus industry has been plagued by low profits. Fare increases have resulted in increased revenue, but expenses have risen faster than revenue. Table 28 summarizes the revenue and expense per vehicle mile for the major categories of carriers in 1978 and 1982. Overall, industry revenue per mile increased 43.8% between 1978 and 1982 while expenses increased 46.5%. In the same period the Consumer Price Index rose 47.8%. Therefore, the intercity bus industry experienced about the same rate of inflation as the overall economy, but increases in revenue did not keep pace

Table 25. Percentage distribution of expenses by category, 1982.

Category of Carrier	Maintenance	Transportation	Terminal	Traffic	Insurance	Admin.	Depr. & Amort.	Taxes & Rents
1. Greyhound	11.0	38.0	19.0	4.0	3.0	14.0	3.0	7.0
2. Trailways Affiliates	16.0	37.0	15.0	3.0	5.0	13.0	0.0	11.0
3. Carriers with over \$100,000 scheduled revenue	15.0	44.0	1.0	3.0	4.0	14.0	10.0	9.0
4. Carriers with between \$2,000 and \$100,000 scheduled revenue	14.0	44.0	2.0	4.0	5.0	12.0	10.0	9.0
5. Carriers with less than \$2,000 scheduled revenue	<u>14.0</u>	<u>48.0</u>	<u>1.0</u>	<u>1.0</u>	<u>9.0</u>	<u>10.0</u>	<u>10.0</u>	<u>7.0</u>
Industry Average	12.0	39.0	17.0	4.0	3.0	14.0	3.0	8.0

Source: Pennsylvania Public Utility Commission Annual Reports

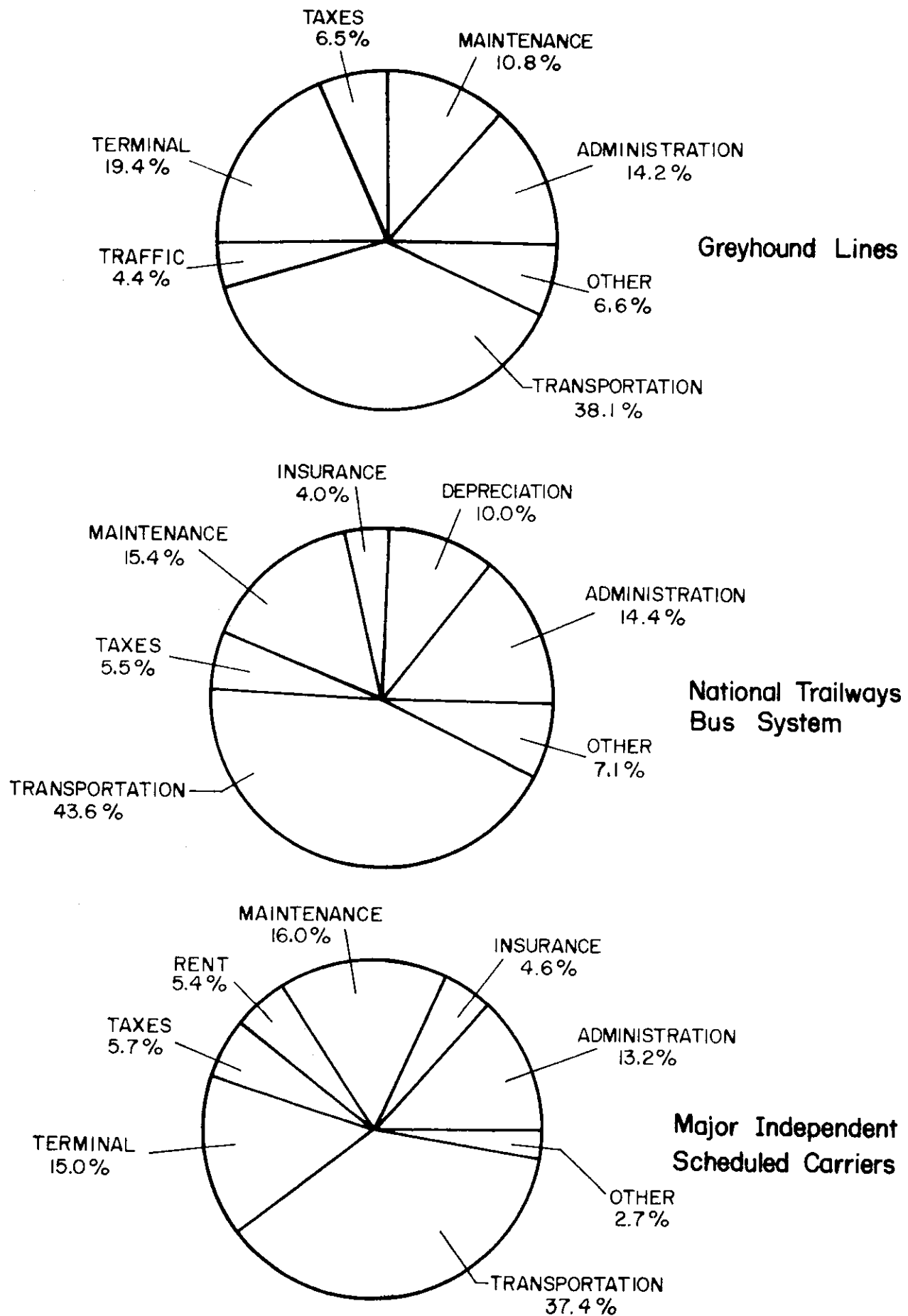


Figure 12. Distribution of expenses, 1982.

Table 26. Employment characteristics of major carriers, 1982.

	Percentage Distribution by Function						
	Total Employees	Revenue/ Employee	Transpor- tation	Maintenance	Adminis- tration	Station & Traffic	Other
GREYHOUND LINES	16,734	\$50,770	51.0	15.0	5.0	28.0	1.0
NATIONAL TRAILWAYS BUS SYSTEM							
American Buslines	899	48,868	60.0	17.0	1.0	22.0	0.0
Ashland & Shamokin	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Capitol Bus Co.	159	55,671	52.0	22.0	7.0	18.0	1.0
Fullington Trailways	117	23,313	49.0	9.0	28.0	14.0	0.0
Martz Trailways	168	51,947	49.0	20.0	10.0	21.0	0.0
Safeway Trails, Inc.	736	40,778	39.0	30.0	0.0	29.0	2.0
MAJOR INDEPENDENT CARRIERS							
88 Transit Lines	42	38,781	71.0	17.0	12.0	0.0	0.0
Bieber, Carl R. Tourways	186	32,313	81.0	11.0	8.0	0.0	0.0
Blue Bird Coach Lines	316	32,128	71.0	18.0	9.0	2.0	0.0
Blue and White Lines	106	41,552	68.0	15.0	17.0	0.0	0.0
Butler Motor Transit	35	53,041	43.0	37.0	20.0	0.0	0.0
Central Cab Co.	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Chenango Valley Bus Lines	25	48,757	48.0	12.0	40.0	0.0	0.0
Edenfield Stages	18	31,472	78.0	6.0	16.0	0.0	0.0
G.G. & C. Bus Co.	69	19,412	87.0	4.0	9.0	0.0	0.0
Grenaldo, D., Inc.	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Grove City Bus Line	72	48,564	46.0	17.0	24.0	13.0	0.0
Lincoln Coach Lines	51	55,313	69.0	12.0	19.0	0.0	0.0
Lodestar Bus Lines, Inc.	8	19,632	63.0	25.0	12.0	0.0	0.0
Reeder's, Inc.	20	25,424	65.0	20.0	15.0	0.0	0.0
Starr Transit Co.	127	59,790	61.0	6.0	33.0	0.0	0.0
Suburban Lines, Inc.	26	63,037	85.0	4.0	11.0	0.0	0.0
Trans-Bridge Lines	53	47,822	49.0	26.0	25.0	0.0	0.0
Trenton-Phila. Coach	46	5,404	N/A	N/A	N/A	N/A	N/A

Table 27. Maximum hourly and mileage rates for drivers, 1982.

	N*	<u>Mileage Rates (\$)</u>		N*	<u>Hourly Rate (\$)</u>	
		Mean	Range		Mean	Range
Greyhound Lines	0	N/A	N/A	0	N/A	N/A
National Trailways Bus System	2	.287	.27-.304	4	8.53	3.50- 12.44
Carriers with over \$100,000 scheduled revenue	2	.24	.18-.29	6	6.74	4.50- 8.20
Carriers with between \$2,000 and \$100,000 scheduled revenue	3	.248	.215-.28	6	5.68	4.50- 7.35
Carriers with less than \$2,000 scheduled revenue	1	.20	.20	9	5.28	4.50- 6.25

\*N = number of carriers reporting data.

Table 28. Comparison of 1978 and 1982 revenue per mile  
and expense per mile.

	Revenue			Expense		
	1978	1982	% Change	1978	1982	% Change
GREYHOUND LINES	\$1.47	2.11	43.5	1.43	2.12	48.3
National Trailways Bus System	1.26	1.81	43.7	1.31	2.12	61.8
Carriers with over \$100,000 scheduled revenue 1982	1.24	1.74	40.3	1.27	1.65	29.9
Carriers with between \$2,000 and \$100,000 scheduled revenue (1982)	1.26	2.14	69.8	1.21	2.07	71.1
Carriers with less than \$2,000 scheduled revenue (1982)	1.51	1.71	13.2	1.51	1.80	19.2
Industry Average	1.44	2.07	43.8	1.42	2.08	46.5

Note: Table includes only carriers with less than 10% of revenue derived from  
school bus service.

with increases in expense. The carriers with a small amount of scheduled service reported much higher increases in revenue and expense per mile than the inflation rate, while the charter carriers reported increases of less than half the inflation rate. No explanation can be offered for this phenomenon.

It should be noted that the expense and revenue per mile statistics presented in Table 28, and in subsequent tables, were derived from a subsample of 30 to 36 of the carriers in the overall sample of 94. Many carriers did not report mileage figures to the PUC, nor did they include them when they returned the questionnaires used in the present study. Moreover, PUC reports request expense data on all operations, including school bus service, but do not require mileage figures for this service. As a result, per mile calculations for carriers with significant school bus operations are meaningless. Only carriers which derived less than 10% of their revenue from school operations were included in the subsample used to calculate the per mile averages.

The operating ratio that measures the relationship of expenses to revenue is a key performance measure for the intercity bus industry. It is generally thought that an operating ratio in the low 90s is required to ensure profitable operations. As can be seen from Table 29, few of the major carriers achieved this level of performance; in fact, Greyhound and the two national Trailways companies lost money in 1982 and had an operating ratio in excess of one hundred. In all, eight of 25 carriers had operating ratios over one hundred in 1982; 11 carriers showed losses in 1978.

#### INTERNAL CROSS-SUBSIDIZATION

It is commonly asserted that intercity bus carriers use the profits from charter and other operations to balance the losses incurred from scheduled operations. Part of the policy debate concerning deregulation has focused on the need to protect charter service providers from competition that would result in lower rates and thereby prevent charter operations from sustaining useful but unprofitable scheduled service. Lack of accurate data is a major drawback in properly addressing this issue.

Table 29. Operating ratios, 1978-1982.

	1978	1982
GREYHOUND LINES	97.4	100.2
NATIONAL TRAILWAYS BUS SYSTEM		
American Buslines	102.7	107.6
Ashland & Shamokin	94.9	95.6
Capitol Bus Co.	91.3	87.6
Fullington Trailways	91.4	91.0
Martz Trailways	93.5	96.5
Safeway Trails, Inc.	111.3	108.0
MAJOR INDEPENDENT CARRIERS		
88 Transit Lines	92.8	89.6
Bieber, Carl R. Tourways	96.5	91.4
Blue Bird Coach Lines	102.3	96.8
Blue and White Lines	94.2	93.9
Butler Motor Transit	101.6	102.5
Central Cab Co.	100.6	73.3
Chenango Valley Bus Lines	103.6	92.2
Edenfield Stages	91.9	83.6
G.G. & C. Bus Co.	97.7	93.0
Grenaldo, D., Inc.	81.9	84.4
Grove City Bus Line	111.9	98.5
Lincoln Coach Lines	143.5	93.4
Lodestar Bus Lines, Inc.	N/A	113.2
Reeder's, Inc.	91.9	110.4
Starr Transit Co.	101.8	91.5
Suburban Lines, Inc.	100.5	84.9
Trans-Bridge Lines	93.3	113.7
Trenton-Phila. Coach	109.5	149.6



Table 30 compares 1982 revenue and operating expense per vehicle mile. In most, but not all cases, revenue per mile for scheduled service is less than that for charter service. In several cases--Suburban Lines, Inc. and Trans-Bridge Lines, for example--carriers with greater scheduled revenue per mile than charter revenue per mile operate suburban commuter services rather than long-distance intercity bus service. This seems to support the hypothesis that scheduled service is subsidized by charter operations. Comparing scheduled revenue per mile with total expenses per mile usually leads to the same conclusion. An accurate comparison of cost and revenue is not possible, however, since the PUC expense data are not disaggregated by type of service. Many carriers argue that scheduled service is more expensive to provide than charter service because of higher ticketing costs and other administrative expenses and the need to maintain terminals for the scheduled service. These factors would further reinforce the assertion that scheduled service does not cover its costs since only in seven cases does the revenue from scheduled operations cover the average cost per mile, even when the additional terminal and traffic expenses associated with scheduled operations are not included.

#### OTHER PERFORMANCE MEASURES

The fact that accurate operating and financial data are not reported on a consistent basis precludes the calculation of the usual range of performance measures of urban transit systems. For example, most intercity carriers do not keep vehicle hour data, which would allow the calculation of cost or revenue per vehicle hour, a common mass transit performance measure. Even though passenger and mileage data are requested on the PUC annual report forms, many carriers, especially the smaller ones, fail to include these important statistics. Other flaws in the data, such as the problem of accounting for school bus miles and passengers, make it impossible to develop more than a limited set of performance indicators. Several measures, however, were calculated for a subsample for the 94 carriers: the revenue and expense per mile measures for the major carriers were given in Table 30; the present range of operating ratios found in the industry were reported in Table 29; and the average annual revenue generated per employee was shown in Table 26.

Table 30. Revenue and expense per mile for major scheduled carriers, 1982.

	Scheduled Revenue Per Mile	Charter Revenue Per Mile	Total* Revenue Per Mile	Total Expense Per Mile
GREYHOUND LINES	\$2.15	\$1.81	\$2.11	\$2.12
NATIONAL TRAILWAYS BUS SYSTEM				
American Buslines	1.56	1.65	1.51	1.69
Ashland & Shamokin	N/A	N/A	N/A	N/A
Capitol Bus Co.	1.92	1.44	1.86	1.63
Fullington Trailways	1.06	1.58	1.62	1.48
Martz Trailways	1.77	1.54	1.63	1.57
Safeway Trails, Inc.	2.47	1.78	2.39	2.59
MAJOR INDEPENDENT CARRIERS				
88 Transit Lines	1.49	1.96	1.68	1.51
Bieber, Carl R. Tourways	1.62	1.80	1.89	1.73
Blue Bird Coach Lines	1.07	1.60	2.05	1.99
Blue and White Lines	1.71	1.43	1.50	1.41
Butler Motor Transit	N/A	N/A	N/A	N/A
Central Cab Co.	N/A	N/A	N/A	N/A
Chenango Valley Bus Lines	1.19	1.52	1.45	1.34
Edenfield Stages	1.13	1.42	**	**
G.G. & C. Bus Co.	1.47	N/A	N/A	N/A
Grenaldo, D., Inc.	N/A	N/A	N/A	N/A
Grove City Bus Line	1.17	2.40	2.21	2.17
Lincoln Coach Lines	1.32	2.65	2.28	2.13
Lodestar Bus Lines, Inc.	1.19	2.12	1.32	1.50
Reeder's, Inc.	1.79	1.30	1.46	1.61
Starr Transit Co.	3.84	1.29	1.71	1.56
Surburban Lines, Inc.	2.38	1.94	2.16	1.84
Trans-Bridge Lines	2.21	1.22	1.29	1.47
Trenton-Phila. Coach	1.23	2.01	1.27	1.90
Average for carriers with scheduled revenue between \$2,000 and \$100,000	.82	2.64	2.40	2.27
Average for carriers with scheduled revenue less than \$2,000	N/A	1.81	1.71	1.80

\* The indicated total revenue per mile may be higher than the scheduled revenue per mile or charter revenue, per mile shown, because of large amounts of revenue from school contracts or other sources that are not listed here.

\*\*Data not meaningful--carrier has large school bus revenue, but school bus miles were not reported.

Table 31 lists two additional performance measures that could be calculated: (1) scheduled passengers per scheduled service vehicle mile and (2) total passengers per total vehicle mile. The long-distance intercity carriers average about 0.15 to 0.20 passengers per vehicle mile, while the carriers that provide suburban commuter service achieve measures of about 0.9 to 1.0 passengers per vehicle mile.

Table 31. Passengers per vehicle mile for major  
scheduled service carriers, 1982.

	Scheduled Passengers/ Scheduled Mile	Total Passengers/ Vehicle Mile
GREYHOUND LINES	.14	.14
NATIONAL TRAILWAYS BUS SYSTEM	.16	.14
American Buslines	.07	.07
Ashland & Shamokin	N/A	N/A
Capitol Bus Co.	.22	.17
Fullington Trailways	.67	.44
Martz Trailways	.17	.14
Safeway Trails, Inc.	.27	.25
MAJOR INDEPENDENT CARRIERS	.34	.15
88 Transit Lines	.94	.60
Bieber, Carl R. Tourways	.24	.19
Blue Bird Coach Lines	.13	.08
Blue and White Lines	N/A	N/A
Butler Motor Transit	N/A	N/A
Central Cab Co.	N/A	N/A
Chenango Valley Bus Lines	.19	.44
Edenfield Stages	.88	.57
G.G. & C. Bus Co.	.88	.88
Grenaldo, D., Inc.	N/A	N/A
Grove City Bus Line	.20	.03
Lincoln Coach Lines	.32	.16
Lodestar Bus Lines, Inc.	.30	.32
Reeder's, Inc.	N/A	N/A
Starr Transit Co.	.22	.24
Suburban Lines, Inc.	1.10	.61
Trans-Bridge Lines	.28	.11
Trenton-Phila. Coach	.68	.66

## 5. FUTURE PLANS AND THE IMPACT OF DEREGULATION

### FUTURE PLANS

Respondents were asked a series of five multiple-choice questions regarding: (1) their company's overall plans for service expansion or abandonments; (2) the need for government aid to continue current routes or (3) to implement proposed new routes; (4) competition between proposed subsidized routes and existing routes; and (5) the need for a statewide intercity bus marketing program sponsored by PaDOT. The respondents were told that the answers to the questions would be kept confidential and that only general conclusions concerning the overall health and direction of the total intercity industry in Pennsylvania would be expressed in the final report.

There were 43 respondents to this section of the questionnaire. Ten of these (23%) were carriers with scheduled service revenue of over \$100,000, excluding Greyhound and the Trailways Inc. divisions (Safeway Trails, Inc. and American Buslines). Thirteen (30%) were carriers with \$100,000 or less revenue from scheduled service. Eighteen (42%) were carriers with no scheduled service revenue. Greyhound Lines, Inc. and the Trailways Inc. divisions were categorized separately because of their dominance of the market and their unique nationwide positions.

### Plans for Service Expansion or Abandonment

All Carriers. Of the 43 questionnaires tabulated, 23 respondents indicated that some kind of change would take place, whereas the other 20 did not indicate that any change was anticipated. Of the 22 who indicated that they had a plan for service expansion or abandonment, eight indicated that selected routes would be abandoned; five that schedules would be reduced but routes maintained; six that schedules would be increased; and five that new routes would be added. Those indicating that selected routes would be abandoned reported a total of 18 routes as being proposed for abandonment. Only one new route was to be added and only four schedules were to be increased.

Five companies reported the counties that would be affected by the contemplated route abandonments or schedule reductions: Luzerne, Carbon, Monroe, Susquehanna, Lackawanna, Franklin, Fulton, Fayette, Warren, Delaware, Perry, and York. Four companies contemplating a schedule increase or route additions reported that Adams, Allegheny, Fayette, Washington, Lehigh, Lancaster, Dauphin, and Westmoreland counties would be affected.

Greyhound and Trailways. Since Greyhound Lines, Inc. and the Trailways Inc. divisions (Safeway Trails, Inc. and American Buslines) represent such a large portion of the total intercity market, it was felt that a separate analysis, in addition to the analysis of all respondents, was appropriate. Greyhound indicated that seven selected routes were planned for abandonment in Pennsylvania, and that four new routes would be added. The counties that would be affected by the Greyhound abandonments include: Monroe, Susquehanna, Lackawanna, Luzerne, Franklin, Fulton, Fayette, Warren, York, Adams, Lancaster, Delaware, and Perry. The respondent indicated that Lehigh, Washington, Allegheny, Adams, Lancaster, and Dauphin counties would be expected to have a service increase. Trailways indicated that "the possibility of any increase at this time seems unlikely, given the continuing decline in passengers using the service."

Other Major Scheduled Carriers. For purposes of analysis, all other carriers besides Greyhound and Trailways Inc. were classified as either major or small scheduled carriers. A major carrier was one which reported a 1982 scheduled service revenue greater than \$100,000, whereas a small carrier was one reporting a 1982 scheduled service revenue of \$100,000 or less. Excluding Greyhound and Trailways, ten of the 23 carriers which reported scheduled revenue earnings were classified as major scheduled carriers.

Of these larger major carriers, none indicated that they planned to abandon any routes, and only two of the ten indicated that schedules would be reduced. On the other hand, four indicated that schedules would be increased, and two that new routes would be added.

Small Scheduled Carriers. As indicated above, the majority (31) of respondents to this survey were smaller scheduled service carriers that

reported an annual revenue from scheduled service of \$100,000 or less. In general, it appeared that these smaller operators expected to be more adversely affected by deregulation and consequently, were planning for reductions to a greater extent than were the larger operators. Of the 11 smaller carriers that responded to the question regarding plans for future service expansion or abandonment, six indicated that (1) routes would be abandoned; (2) schedules would be reduced, but routes maintained; or (3) schedules would be increased. None of the smaller carriers indicated that new routes would be added.

Charter Only Carriers. Of the 42 respondents to this survey, six companies provided charter service only. Another 12 had no revenue from scheduled service but operated other services in addition to charter.

Although the questionnaire was oriented toward scheduled service, it is important to note that none of these six charter carriers, nor most of the others, responded to any of the four survey questions covering future plans for service expansion, abandonment, or the need for government financial assistance. In some cases, only one or two of the respondents gave an answer. To question 6 regarding the impact of deregulation, however, three charter carriers responded that no interaction had taken place between their company and any local government to try to solve differences or problems with intercity bus service.

Although this response is not sizable enough to permit any conclusions to be drawn, it is worth noting that many charter carriers may be successful enough that scheduled service is simply not of interest to them. Consequently, these carriers may believe that bus deregulation has little or no impact on their business.

#### Need for Government Aid to Continue Current Routes

Respondents were asked whether any of their current routes required government financial assistance in order to continue. Those that replied "yes" were asked to specify the type of assistance needed. The choices provided for type of assistance included: operating expense or deficit

subsidy; capital grant for new bus purchases; capital grant for new or remodeled terminals; grant for marketing and promotions; and demonstration or trial service grant.

All Carriers. A total of 31 out of 43 respondents answered this question, with 16 respondents indicating "no," 15 respondents "yes," and one "perhaps." As indicated above it is important to note that 14 of the 43 carriers currently receive government funds from the Pennsylvania Department of Transportation for operating assistance or fare subsidy. Also, 13 of the 14 provide scheduled service. Of the 15 respondents who said that some form of financial assistance was necessary, 12 specified the type of assistance, four who did not answer part 1 of the question nevertheless specified a choice, and three did not answer. Fifteen respondents indicated that operating expense or deficit subsidy was needed; one indicated that a capital grant for new bus purchases was needed; and one that a grant for marketing or promotions was needed. Ten companies indicated that the following 31 counties had routes which need assistance: Allegheny (2 carriers), Butler (2 carriers) Beaver, Berks, Bradford, Carbon, Crawford, Centre, Cumberland, Dauphin, Erie, Franklin, Juniata, Lackawanna, Lawrence, Lebanon, Luzerne, Lycoming, Mercer (2 carriers), Mifflin, Northumberland, Perry, Schuylkill, Snyder, Tioga, Union, Venango, Washington, Wayne, Westmoreland (2 carriers), and Wyoming.

Greyhound and Trailways. Greyhound indicated that some of its current routes required government financial assistance in order to be continued. No preference or specification was given, however, regarding the type of assistance needed. Also, Greyhound did not indicate the specific Pennsylvania counties or number of routes that would be affected. Trailways indicated that a "possibility exists that assistance would be required to continue some service because of the continuing decline in the patronage."

Other Major Scheduled Carriers. Of the ten other major scheduled carriers responding, six indicated that they had current routes which required government financial assistance in order to continue. All six indicated that operating expense or deficit subsidy was the type of assistance needed. No other type of assistance was specified.



Small Scheduled Service Carriers. Of the 20 smaller scheduled service carriers responding to this, question, 11 indicated that financial assistance for current routes was not needed. Of the eight who felt that assistance was needed, six indicated that operating expense or deficit subsidy was the type of assistance needed. No other types of assistance were indicated as being needed by this class of carriers.

The frequency of responses indicates that the majority of the smaller scheduled carriers do not believe that they require government financial assistance, whereas the response was just the opposite for the larger carriers, with the clear majority indicating they need assistance. Here again it must be remembered that 18 of the 31 small carriers did not have any revenue from scheduled service.

#### Proposed Routes Needing Short-Term Governmental Aid for Implementation

All Carriers. Of the 25 respondents to question 3, 23 said that no short-term government aid was needed; only two said that it was needed. Of the two, one indicated that assistance would be needed for operating expense or deficit subsidy, and the other that a low-interest loan for new vehicles was needed. Only one of the two carriers specified an affected county--Carbon. One of the carriers who said that assistance was needed was a small carrier with under \$100,000 annual revenue while the other was a larger carrier. Greyhound Lines indicated that no assistance was needed for proposed routes, and Trailways indicated that no new routes were planned.

#### Proposed Subsidized Route Competition with Existing Route Service

Of the 30 respondents to question 4, all indicated that there would be no direct competition for an existing scheduled route service from any proposed route needing governmental aid.

#### Need for Statewide Intercity Bus Marketing Program

All Carriers. Respondents were asked if they saw a need for PaDOT to develop a statewide intercity bus marketing program. Of the 32 respondents,

12 indicated "yes" and 20 said "no." When asked whether they would use state-developed marketing materials if they seemed suitable for their services, 21 respondents indicated "yes" and six said "no." Greyhound Lines stated that there was no need for PaDOT to develop a program, but that they would use materials provided to them if the materials were deemed suitable for their services. Trailways did not think such a program would be cost-effective.

Other Major Carriers. Larger carriers (over \$100,000 annual revenue) gave mixed responses about the idea of a statewide marketing program, with five respondents indicating "yes" and four "no." Seven indicated that they would use materials from a state program.

Smaller carriers tended to respond negatively to the question of the need for a state-developed program. Fourteen of the 21 respondents indicated "no" and seven said "yes". Thirteen respondents said they would use a state-developed program if the materials were suitable for their services.

For those 13 companies classified as intrastate carriers, six indicated interest in such a program, four were not interested, and three did not answer. Eight indicated that they would use the program developed by PaDOT, one said he would not, and four did not answer.

#### IMPACT OF DEREGULATION

Respondents were asked a series of questions regarding the effects of the Bus Regulatory Reform Act of 1982 on their companies. In addition, a series of related questions was asked which again covered the need for financial assistance, the impact of new competition, if any, and the interaction between the companies and local governments concerning problems with intercity bus service. The same 43 carriers who responded to the preceding questions on future plans also responded to these questions.

#### Overall Impact of the 1982 Bus Regulatory Reform Act

All Carriers. Respondents were asked whether the Bus Regulatory Reform Act of 1982 had positive, negative, or no impact on their regularly scheduled

line service. Of the 43 respondents, 22 indicated that the Act did not have any impact, four that it had a positive impact, six that there was a negative impact and one that it could not be clearly stated that continued bus industry decline was attributable to the BRRA. Thirteen respondents did not answer the question. Of the 22 who indicated that there was no impact, 14 also said that they did not expect any impact in the future, three expected some type of future impact on their system, and five did not specify whether a future impact was expected. Only two companies specified the counties that would be affected by deregulation for a total of five counties.

Ten of the 22 respondents who indicated no impact were classified as intrastate carriers. Since the number of responses regarding a positive or negative impact was relatively small, it was not feasible to analyze those responses by type of carrier. Here again it is important to remember that only 10% of the 43 respondents derive half or more of the company revenue from scheduled service. The vast majority of respondents are charter, tour, or school bus operators, with little or no scheduled service, who do not feel that their business is affected by bus deregulation. Conversely, it appears that charter and tour operators do not perceive benefits that would cause them to expand into scheduled route service.

Greyhound and Trailways. Greyhound indicated that there had been both positive and negative impacts from bus deregulation. The positive impacts were in the form of new routes, and the negative impacts were reflected in route terminations. The respondent specified, however, that "the overall impact has been decidedly positive." It should be remembered that Greyhound, in its response to the first question regarding future plans, indicated that seven routes were planned for abandonment and four new routes were to be added. It is interesting that Greyhound specified that 13 counties would be affected by route abandonment, whereas only six counties would be positively affected by the addition of new routes. Greyhound's open-ended response to bus deregulation was strongly in favor of total deregulation. Trailways indicated that "it is impossible to clearly state" that industry decline can be attributed to bus deregulation.

Other Major Scheduled Carriers. Eight of the ten other major carriers responded to the question of overall impact regarding bus deregulation. The response had a fairly even distribution, with two companies indicating that the impact had been positive, four that it had been negative, and three that there was no impact. Thus, only four of the ten responding major scheduled carriers indicated that deregulation had negative impacts.

Of the 21 responding small scheduled carriers, only one indicated that deregulation had a negative impact.

#### Impact of Deregulation on Fare Structures

All Carriers. Respondents were asked whether they had increased or decreased their fare structure as a result of the 1982 Act. Of the 42 respondents, six indicated that they had increased their fare structure and four indicated there had been a decrease. A total of 36 of the 42 respondents did not answer the question, indicating that the vast majority of respondents probably did not attribute any change in their fare structure to the 1982 Act. Only two companies indicated that two counties would be affected--an increase in Westmoreland and a decrease in Mercer. Fare increases were reported by two companies, affecting routes in eight counties between Williamsport and Pittsburgh. Fare decreases reported by two companies affected Mercer, Lehigh, Northampton, and Bucks counties.

Greyhound and Trailways. Greyhound indicated that fares have been both increased and decreased as a result of deregulation. Greyhound gave the following open-ended response to this question:

The upward trend in interstate rates has lessened dramatically. In the 18 months since final Congressional action on the bus act, the industry has had occasion to seek only one general increase amounting to ten percent. This is in sharp contrast to the four general increases in the 18 months prior to August 1982, which cumulatively amounted to an increase in standard interstate fares of 31.4 percent.

What are the causes? - First, those preempted provisions of the bus act designed to allow carriers to achieve more compensatory intrastate fare levels have been effective.

Second, carriers are pricing in a more independent manner pursuant to their respective pricing philosophies, revenue needs, and market analysis. Lastly, competition from new and expanding bus operators, low cost airlines, and the increased economy of the private auto has forced carriers to look for revenue sources other than general increases to meet their needs. In fact, the competitive pressures are such that bus operators are not even availing themselves of the ability to automatically increase fares under the zone of rate freedom. Competition has caused reduction in fares.

Trailways stated that "[we] have not changed our fare structure as a result of the Act of 1982."

Other Major Scheduled Carriers. Six other major carriers responded to this question by indicating a trend toward fare increases. Four of the carriers indicated that their fares had been increased, and two carriers indicated that their fares had been decreased--both attributed these changes to the 1982 Act. The four other major carriers that did not respond to this question probably had no change in their fare structure.

#### Initiation of New Competing Services Since the 1982 Act

All Carriers. Respondents were asked to indicate whether any carriers had initiated service which competed with their services since the passage of the 1982 Act. Of the 43 respondents, 21 (49%) said "no," 11 (25.5%) said "yes," and 11 (25.5%) did not answer.

The 11 respondents who indicated that competing service had been initiated were asked whether they had had to take any action with respect to their service. Two respondents indicated that they had been forced to terminate routes, another four indicated that they had had to reduce their schedules, one indicated that new routes had been added, and four did not answer. Those counties said to be affected by a service reduction due to competing services were Washington, Allegheny, Chester, Northampton, Lehigh, Clarion, and Indiana.

Greyhound and Trailways. Greyhound indicated that other carriers had initiated competing services since the 1982 Act was passed. Greyhound also indicated that these new competing services had not required the company to take any actions to terminate routes, reduce schedules, increase scheduled runs, or add new routes. Consequently, Greyhound did not indicate any Pennsylvania counties as being affected by the company's service reductions, or any increases that could be attributed to the impact of competitive services. Trailways indicated that no competing services had been initiated since passage of the 1982 Act.

Other Major Scheduled Carriers. Of the ten other major scheduled carriers reporting, seven indicated that other carriers had initiated competing services since the 1982 Act, and three indicated that no competing services had been initiated. Of the seven indicating that competing services had been initiated, five reported the type of action their companies took: two companies terminated routes and three reduced schedules.

Small Scheduled Carriers. The response of reporting carriers with scheduled revenue of \$100,000 or less was significantly different from that of the larger carriers. Seventeen small scheduled carriers indicated that competing services had required them to take actions, and only three indicated that no competing services had been initiated. Only two smaller carriers reported the type of action that they took as a result of competing services: one reduced a schedule and the other added new routes.

#### Need for Government Aid for Current or New Service

All Carriers. These questions were similar to those in the Future Plans section. Respondents were asked to indicate whether government financial assistance was considered necessary for the continuance of current services or for the initiation of important new services within their system. Eighteen indicated that no assistance was necessary, 14 indicated that assistance was needed, one that it would be needed only if the carrier were forced to keep unprofitable routes, and 12 did not answer.

Of those indicating that some form of government financial assistance was needed, 11 stated that the need for assistance was due primarily to public/political demand to continue or expand service even though profitability was insufficient. Only two respondents said that the need for assistance was attributable to the 1982 Bus Regulatory Reform Act, and one indicated the need for the "purchase of capital equipment."

Greyhound and Trailways. Greyhound indicated that government financial assistance was necessary for the continuation of current services, and for the initiation of important new services within its system. The cause of this need for government assistance was not specified. Trailways indicated that aid would be needed only if there were public or political demands to maintain unprofitable routes.

Other Major Scheduled Carriers. All ten of the other major scheduled carriers responded to the questions regarding the need for government financial assistance. Six indicated that assistance would be needed, and four that their companies had no need for assistance. Of those six indicating a need for financial assistance, four attributed the need primarily to "public/political demand to continue or expand service, even though profitability is insufficient." Two respondents indicated that the need resulted from the 1982 Bus Regulatory Reform Act.

Small Scheduled Carriers. The response from carriers having a small amount of scheduled revenue was significantly different from that of the major scheduled carriers. Of the 21 responses, 14 indicated that government financial assistance was not needed and seven indicated that it was. This distribution is a reversal of the response by the major carriers. Six of the seven smaller carriers stating that financial aid was needed further indicated that this need was due primarily to "public/political demand to continue or expand service, even though profitability is insufficient"; only one of the seven did not specify the cause.

## Position Towards Government Aid In General

All Carriers. In a related question, respondents were asked, "In general, should government financial assistance be used to support the intercity bus industry and if so, how?" A total of 17 indicated that government assistance should not be used, 17 that it should be utilized, and nine did not answer the question.

Fifteen of the 17 carriers who indicated that government financial aid should be used to support the industry further specified their preference for the types of financial assistance that could be provided. The provision of operating expense or deficit subsidy was clearly the most favored choice of all the options, with 11 respondents citing it as their first choice. The provision of capital grants for new bus purchases was the second most favored choice, with four respondents indicating it to be their first choice and six as their second choice. The third most favored alternative was the provision of low interest loans, with four respondents citing this as their first choice, two as their second choice, and four as their third choice. The other options, including capital grants for terminals, grants for marketing and promotions, and demonstration or trial service grants, were favored by only one or two respondents.

Greyhound and Trailways. Greyhound indicated that, in general, it favored the use of government financial assistance to support the intercity bus industry. Of the various types of assistance listed, Greyhound indicated operating expense or deficit subsidy to be its first and only choice. Trailways felt that aid should not be provided if the public doesn't support the route, but that if public or political pressure required the continuation of unprofitable routes, aid would be needed. Trailways did suggest that government could explore providing terminals, as is done for the airline industry.

Other Major Scheduled Carriers. The other major scheduled carriers were almost totally in favor of government aid, with eight respondents indicating support for the idea and only two being against it. This is in marked contrast to the overall response of the 42 respondents, which was almost



evenly split between those that favored and those that were against the idea of government aid.

The other major scheduled carriers' response regarding the preferred types of government aid was similar to the response for all carriers. Operating expense or deficit subsidy was clearly the most favored choice, with five carriers specifying it as their first choice. The second choice was approximately evenly split between capital grants for new bus purchases and low interest loans. The other types of assistance were chosen by only a small number of respondents, who ranked them in second or third place.

Small Scheduled Carriers. The response by carriers having a small amount of revenue from scheduled service was almost the opposite of the response from those carriers with a large amount of scheduled service revenue. Of the 31 small scheduled carriers in the survey, only 22 responded to this question. Fourteen of these respondents indicated that government aid should not be used. Eight respondents favored the use of government aid.

All eight who favored the use of government aid indicated preferences regarding the types of assistance desired. Operating expense or deficit subsidy was the clear choice of the majority of the respondents, with six indicating it as their first choice. Capital grants for new bus purchases was the second most favored choice, with capital grants for new or remodeled terminals and low interest loans being selected about equally as a third choice.

Here, again, it is important to remember that 18 of the 31 carriers having no revenue from scheduled service tend to be charter, tour, or school bus operators, and thus are not reliant upon scheduled service for income. Such operators seem generally satisfied with the status of their business and appear not to have any significant interest in entering into the intercity market.

### Interaction with Local Governments

All Carriers. Respondents were asked to indicate if there had been any interaction between their company and any local governments to try to solve differences or problems with intercity bus service. Twenty of the 42 respondents indicated that there had been no interaction, 14 that there had been some interaction, and eight did not answer. Of the 12 who indicated that there had been some interaction, seven said that it had been useful. Greyhound Lines did not respond to this question.

Other Major Scheduled Carriers. Larger companies with revenues in excess of \$100,000 were evenly split on this issue, with five indicating that there had been no interaction and five that there had been interaction. Two carriers said that the involvement had been useful, and three said that it had not.

Those respondents who provided three or more types of service tended to have the greatest amount of local government interaction. None of the companies which provided only charter service had any interaction, and just two which provided only schedule and charter service had government interaction.

Small Scheduled Carriers. Carriers with a small amount of revenue from scheduled service tended to respond as the overall sample did. Twenty-four small scheduled carriers responded to this question, with nine indicating that interaction had taken place between their company and the local government, and 15 stating that no interaction had taken place. Five of those who had interaction with local government indicated that it was useful, and four indicated that it was not useful.

### Assignment of New Vehicles

Respondents were asked to indicate their company's policy regarding the assignment of new vehicles versus old vehicles to intercity service versus charter or special operations. This was an open-ended question since it was

not possible to scale the responses and, therefore, computerization and cross tabulation of the responses was not done.

The types and distribution of responses are shown in Table 32. (Greyhound Lines did not respond to this question, but Trailways did.) It should be noted that only 13 (28%) of the 43 respondents had scheduled services as the majority or a large portion of their total company service. Twenty (46%) had no scheduled service or a marginal amount (\$1,000 annual revenues or less); 12 (28%) were primarily operators of charter or other types of service, and scheduled service accounted for only a small amount of their annual revenue. Consequently, it is not surprising that the question regarding policy for assignment of vehicles to intercity service versus charter or special operations would not be of concern to most of the respondents, and that the response would tend to be in favor of charter or other service for most of the other respondents.

#### Strategies for Coping with Bus Deregulation

Respondents were asked to provide an open-ended response to the question of which, if any, methods or strategies they planned to use as a way of coping with bus deregulation. The types of open-ended responses obtained are shown in Table 33 (Greyhound Lines did not respond, but Trailways did in a limited fashion). Of the strategies or methods indicated, attempts to provide the best quality of service possible appeared to be the most favored type of approach. Here, again, since the vast majority of the carriers (74%) either provided no scheduled service or only a small amount, it is not surprising that the number of respondents who had some strategy was relatively small. Carriers with a large amount of scheduled service revenue tended to have some strategy, as shown.

#### Desired Types of Governmental Support, Relief, or Protection

The final open-ended question on the survey asked respondents to indicate what, if any, types of governmental support, relief, or protection they felt that governments should provide to the intercity bus industry. Once again, since the response was open-ended, computerization and cross tabulation were

Table 32. Policy regarding assignment of new vehicles.

Response	All Carriers	Other Major Scheduled Carriers
No Response	20	3
Not Applicable	7	-
Charter and Special Operations First	5	3
Regular Route Service Gets Older Vehicles	4	1
None Put On Intercity Service	3	-
No Policy	2	-
Scheduled Routes Get New Buses First	2	1
Vehicles Are rotated Except for Charter and Tours	1	1

Note: All carriers = all respondents to the survey. Other major scheduled carriers = respondents who reported 1982 scheduled service revenue of \$100,000 or more, except Greyhound Lines, Inc. and the National Trailways Bus System.

Table 33. Strategies to cope with bus deregulation.

Response	All Carriers	Other Major Scheduled Carriers
No Response	15	3
Provide Best Quality Service Possible	9	3
No Strategy or Method	7	1
Not Applicable	5	-
Provide More Advertising and Promotions	4	1
Upgrade Buses	3	1
Attempt to Control Cost to Remain Competitive	3	2
Do More Charters, Tours, Special Service	2	1
Fare and Service Level Adjustments	2	2
Reduce Fares	1	1
Proceed with Caution	1	-

not feasible. The range of responses to this question is given in Table 34. (Greyhound Lines favored total deregulation at the state and federal levels; Trailways felt it was too soon to tell since the impact of deregulation was not yet known.)

It is interesting to note that the responses to this question do not correspond with those to the earlier question that asked what type of governmental financial assistance should be provided, if any. In the earlier question, eight respondents favored the use of operating expense or deficit subsidy first, capital grants for new bus purchases second, and low interest loans third. None of the suggested funding assistance or loan responses in the later open-ended question received more than one vote.

Since the wording of the later question was significantly different from that of the earlier question (which focused on financial assistance only), it is assumed that respondents treated each question differently. The distribution and nature of the responses to the later question do not indicate any strong preference for any particular type of governmental support, relief, or protection. Moreover, since 22 of the 42 respondents did not respond to the question or said that it was not applicable or that no support was appropriate, it can be inferred that the majority of the respondents did not feel that government intervention was warranted. Here, again, the fact that 33 of the 43 respondents surveyed do not derive the majority of their income from scheduled service indicates that bus deregulation is simply not a major issue for companies which, for the most part, provide transportation modes other than scheduled service.

#### Location of Impacts

Figure 13 shows the 46 counties for which respondents indicated that a present industry action or plan has already resulted, or will result, in an impact. Thirty-four counties (52% of all counties) were expected to be negatively affected from the consumer's standpoint (route abandonments, schedule reductions, fare increases and/or government aid needed for service to continue). Eleven other counties were identified as being impacted both negatively and positively. These cases include one or more of the negative

Table 34. Desired types of governmental assistance.

Response	All Carriers	Other Major Scheduled Carriers
No response	13	1
No assistance desired	8	-
Not applicable	5	-
Stop UMTA subsidy and keep UMTA systems out of charter operations	3	-
The industry should have regulatory reform rather than deregulation, and improvements should be made in the regulation of fares, entry, and safety standards	6	1
The PUC should also deregulate	3	-
Protect certificated line service and territories	2	1
Provide more policing by PUC to catch illegal operators	3	2
Improve terminals	1	-
Provide park and ride facilities	1	-
Provide bus lanes and bus parking	1	-
Free licensing for buses	1	1
Low interest loans	1	-
Require \$5 million insurance coverage as mandated by law	1	1
Require fitness for new applicants	1	1
Provide bus purchase assistance	1	1
Keep the government out of successful private operations	1	-
State should contract directly with carriers and not through transit authorities	1	-
Provide financial operating assistance	1	1
Provide more support for marketing and promotions	1	1
Reduce state corporate taxes	1	-
Total state and federal deregulation	1	-
Union wage control	1	1
Broker and insurance regulations	1	1

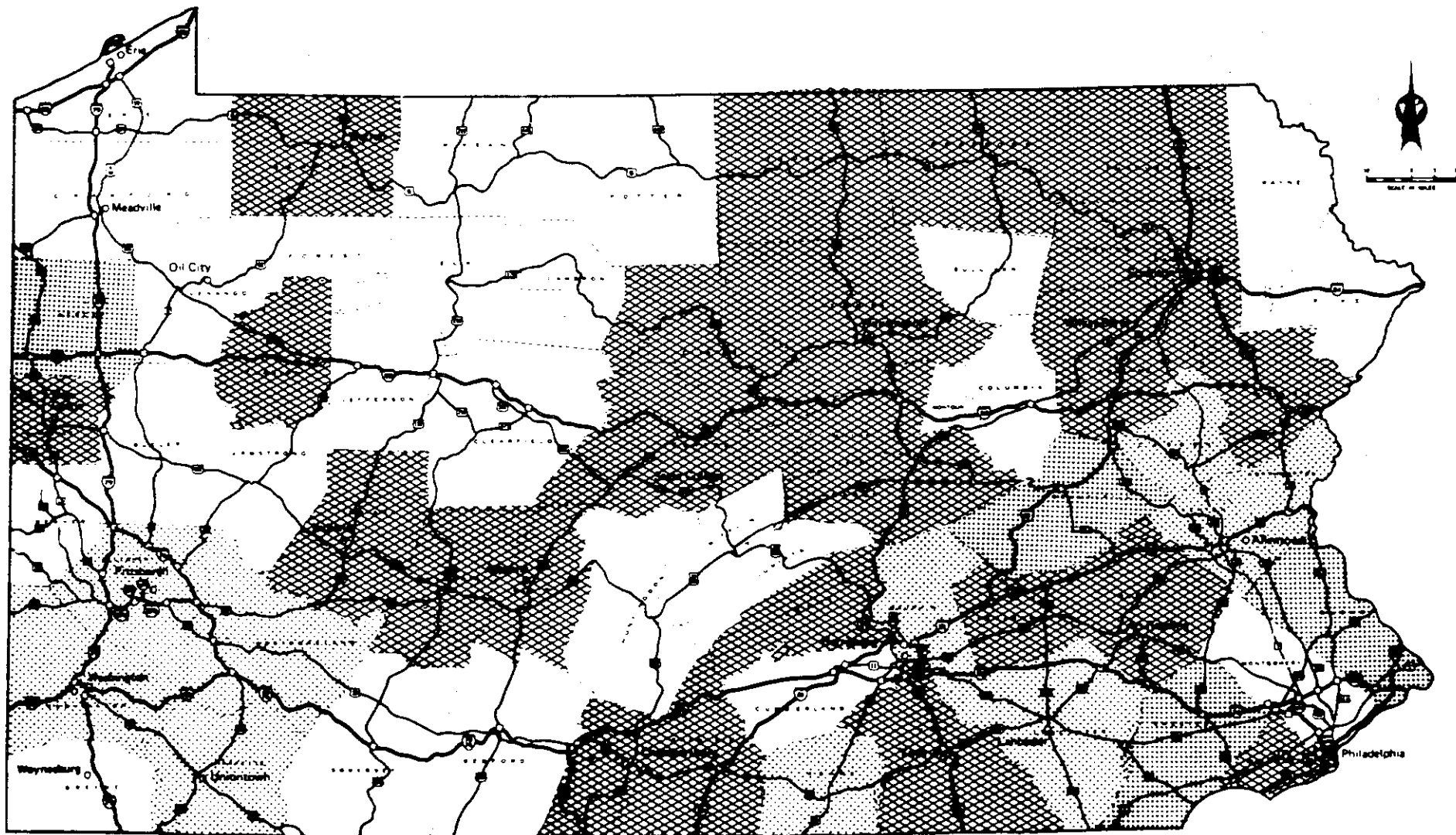
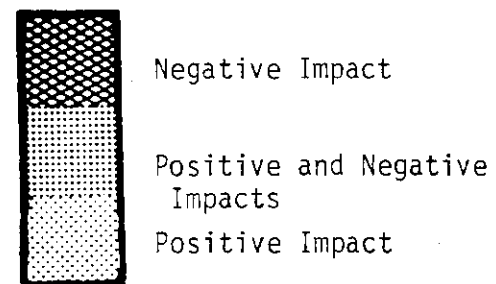


Figure 13. Counties impacted by current industry plans and bus deregulation.





impacts plus one or more positive impacts (new routes added, schedule frequency increases, or fare reductions). Only one county, Bucks, was found to have only a positive impact. Consequently, 12 counties (18% of all counties) were found to be affected by a positive change for the consumer. Twenty of the state's counties (30% of all counties) were found not to be impacted either by actions attributed to deregulation or by carriers' future plans.

The reason given for negative or positive (from the consumer's standpoint) changes varied as did the degree of impact. Negative impacts that were specifically attributed to bus deregulation were indicated for only 11 of the 34 negatively impacted counties: Indiana, Clarion, Westmoreland, Allegheny, Lycoming, Centre, Blair, Cambria, Clinton, Washington, and Chester. It is important to remember, however, that many respondents who reported negative impacts did not specify the counties. Greyhound, for example, specified counties negatively affected by its "future plans" but not those negatively affected by deregulation. To some degree, however, it may be assumed that a company's future plans are based on actions now allowed under deregulation.

The types of negative impacts that had occurred, or were expected to occur, are shown in Table 35. It is important to remember that not all respondents specified the counties that would be affected by their actions. Of those reporting, Greyhound Lines alone accounts for 13 of the 15 counties with route abandonments. Other carriers with over \$100,000 scheduled revenue account for most of the schedule reductions and fare increases. Smaller scheduled service carriers (code 2) account for a much smaller number of reductions. Only one of the 14 reporting carriers with no scheduled service revenue reported schedule reductions (in two counties).

The 15 counties with an abandonment are different from the 18 counties shown to have a schedule reduction. Of the eight with a fare increase, three are also shown to have a schedule reduction.

Table 35. Types of negative impacts by county.

Route Abandonments			Schedule Reductions		Fare Increases	
Adams		3	Northampton	1	Allegheny	1
Delaware		3	Lehigh	1	Butler	1
Fayette		3	Dauphin	1	Westmoreland	1
Franklin	2,	3	Berks	1	Lycoming	1
Fulton		3	Tioga	1	Clinton	1
Lackawanna		3	Lebanon	1	Centre	1
Lancaster		3	Lycoming	1	Blair	1
Luzerne	2,	3	Northumberland	1	Cambria	1
Monroe		3	Bradford	1		
Perry		3	Wyoming	1		
Susquehanna		3	Clarion	1		
Warren		3	Indiana	1		
York	2	3	Centre	2		
Lawrence		2	Union	2		
Carbon		2	Snyder	2		
			Luzerne	2		
			Allegheny	4		
			Washington	4		

Source: Carter-Goble Associates, Inc., April 1984.

- 1 = Carriers with scheduled service revenue above \$100,000
- 2 = Carriers with scheduled service revenue \$100,000 or less
- 3 = Greyhound Lines
- 4 = Carriers with no scheduled service revenues

## 6. THE STATE ROLE IN INTERCITY BUS TRANSPORTATION

Pennsylvania government has a direct impact on the intercity bus industry in three areas: economic regulation, vehicle licensing, and financial assistance. The first of these functions is performed by the Pennsylvania Public Utility Commission; the other two are functions of the Pennsylvania Department of Transportation. Each of these state roles is described in this chapter. Comments made by carriers in their responses to the questionnaire, and those made by the study advisory committee have been incorporated.

### ECONOMIC REGULATION

The Pennsylvania Public Utility Commission (PUC) has been responsible for the economic regulation of the intercity bus industry since 1935. Carriers wishing to operate intrastate, intercity bus services must obtain PUC operating authority and must have their tariffs approved by the PUC. Carriers with operating authority are required to submit annual financial reports to the PUC and to pay an assessment to support that agency's operations. The PUC also has the right to investigate safety and service complaints filed against the carrier by individuals or other carriers.

Even though federal philosophy and law have changed to reflect a free market approach to entry, exit, and rates, the PUC continues to regulate the intercity bus industry as it has for many years. The conflict between the current state and federal policies toward regulation of the intercity bus industry is evident in the legal action being taken by the PUC against the federal government as a result of the ICC's preemption of state authority in the recent Pennsylvania Greyhound abandonment case.

Responses to the open-ended question in the carrier survey concerning the types of government assistance desired by the carriers indicated that many of the suggested types of assistance concerned PUC issues. For example, three carriers wanted the PUC to deregulate as the ICC has; six carriers wanted "reregulation" rather than total deregulation. Another five carriers wanted the PUC to protect their certified territories and police illegal operators.

While the industry is divided on the best approach to intercity bus regulation, the federal action to deregulate has caused a great deal of uncertainty among carriers and has increased competition in the industry. The future role of the PUC in the economic regulation of intercity bus transportation should be examined in light of the federal changes that may totally restructure the intercity bus industry.

#### VEHICLE LICENSING

The Commercial Registration Section of PaDOT's Bureau of Motor Vehicles is responsible for issuing vehicle registration plates for buses. Buses can be categorized as motor buses, omnibuses, or mass transit vehicles. Most intercity buses are classified as either motor buses or mass transit vehicles. The distinction among the types of registrations has caused controversy among intercity bus operators.

A motor bus registration plate currently costs \$156 plus \$7.50 per seat for all seats over 26. A typical 43-passenger intercity coach registration, therefore, is \$283.50 per year. A private carrier, or a public authority that operates "mass transit" service, is eligible for free registration plates for all vehicles in the carrier's fleet. To be eligible for free registration plates, a carrier with PUC operating rights or a municipal authority must operate scheduled service over fixed routes and derive 80% of intrastate scheduled revenue from scheduled operations within the county where it has its principal place of business or within contiguous counties.

As the Commercial Registration Section of PaDOT presently interprets this provision, if an intercity bus carrier operates a single fixed route that meets the 80% test, all charter, school, and other vehicles with a capacity greater than 10 passengers are eligible for free registration plates. Presently, six intercity bus operators receive this benefit from the state.

Carriers that do not participate in the "MT" license program have questioned its equity since it allows all of a carrier's vehicles to receive free license plates even though only a small portion of the carrier's revenue

is derived from scheduled operations.

The equity question aside, the free "MT" registration program appears to serve as a strong incentive for an intercity bus operator to maintain unprofitable scheduled service. Free registration for 20 to 30 vehicles could offset small losses on scheduled service.

#### STATE FINANCIAL ASSISTANCE

The Pennsylvania Rural and Intercity Common Carrier Transportation Assistance Act of 1976 (commonly referred to as Act 10) allows the Pennsylvania Department of Transportation to provide financial assistance to preserve and to improve intercity bus services in the Commonwealth. Financial assistance can take the form of operating subsidies, capital grants, demonstration grants, or marketing and technical studies grants.

To date, the most common form of assistance provided to intercity bus operators has been operating subsidies to cover the cost of services that would have been abandoned or reduced due to insufficient revenue. The state can reimburse up to three-fourths of the losses incurred by a carrier providing intercity services, but the program constrains participants to 40% cost recovery. Capital grants with a 50-50 funding ratio can be awarded to intercity bus operators or to local government agencies that provide intercity bus service.

The carrier questionnaire asked for operators' opinions concerning the most desirable form of state assistance. The majority of carriers did not respond to the question or they indicated that no aid was needed. Those carriers expressing an opinion concerning financial aid most often mentioned capital-related expenditures such as terminals, bus replacement, and park-and-ride lots.

The study advisory committee identified terminals as an area in which government involvement would be constructive. In many cases individual operators do not have the necessary capital to develop a modern, attractive

intercity bus terminal. When more than one carrier shares a facility, cooperative ownership or management is difficult to achieve. As a number of cities in the state have demonstrated, a local government can take the lead role in developing a joint terminal facility to be used by the local transit system and several intercity bus carriers. The Act 10 program allows state participation in these terminal projects. Perhaps the best role for the state would be to encourage local bodies, especially transit authorities, to review the adequacy of existing terminal facilities and to be willing to act as the lead agency if an improvement project is warranted.

## 7. SUMMARY OF FINDINGS

The intercity bus industry in the United States is undergoing dramatic changes in its structure, competitive relationships, service, and pricing. While some of these changes have occurred gradually over the past five years, the process has quickened since the passage of the federal Bus Regulatory Reform Act of 1982. The Act allows for easier entry and exit from scheduled service and charter markets, and has given intercity bus carriers wide latitude in pricing services. Many of the provisions of the federal regulatory reform are positive and offer consumers a wider range of service and price options; however, easier exit by carriers from unprofitable scheduled service markets may result in the loss of all public transportation to many rural communities and a reduction in service levels to larger cities.

To better understand the implications of the changing intercity bus environment on Pennsylvania communities, and to develop a data base that will assist the state in making policy decisions regarding the industry, the Pennsylvania Department of Transportation undertook the inventory study documented in this report. Ninety-four intercity scheduled service and charter bus operators were surveyed to obtain operators' insights into the impact of deregulation. Financial data for these carriers for 1978 and 1982 were analyzed to identify trends in the financial performance of the carriers, and to determine trends in service levels and ridership. Key findings from this research have been reported in each of the previous chapters and are summarized in the following sections.

### TRENDS IN THE INTERCITY BUS INDUSTRY

Nationally, the intercity bus industry is composed of over 1,500 companies. The market for scheduled service is dominated by Greyhound Lines and the National Trailways Bus System (NTBS). In addition to the two Trailways Inc. divisions (American Buslines and Safeway Trails, Inc.), four Pennsylvania-based carriers were part of the NTBS as of 1982, the most recent year used in the inventory. (In early 1984, Susquehanna Transit of Williamsport affiliated with the NTBS as Susquehanna Trailways.) Eighteen

carriers in addition to Greyhound and the Trailways affiliates provide the majority of scheduled intercity bus service in Pennsylvania.

The number of intercity bus carriers has increased by more than 50% over the past ten years, from less than 1,000 in 1975 to over 1,500 in 1982. Most of the new entrants are charter operators. For the industry as a whole, the percentage of total revenue from scheduled operations has declined from 77% in 1960 to 67% in 1982. Many small carriers earn a substantial part of their revenue from school bus contracts and charter service rather than from scheduled operations.

Though the number of bus companies has increased dramatically since 1975, the number of passengers transported only increased from 351 million to 370 million between 1975 and 1982; the 1982 level is still below the 1970 ridership level of 401 million passengers. The number of buses owned by intercity carriers and the number of vehicle miles operated has remained nearly constant for the past ten years.

#### IMPACT OF THE BUS REGULATORY REFORM ACT OF 1982 IN PENNSYLVANIA

The most important impact of the BRRA on Pennsylvania has been the ability of the ICC to overrule Pennsylvania Public Utility Commission decisions regarding intrastate abandonments and fare changes. The Pennsylvania PUC continues to resist carriers' petitions to abandon unprofitable services and to increase intrastate rates. Under the provisions of the BRRA, the ICC can overrule a state agency if it finds that the state regulatory agency's actions present an undue burden on interstate commerce. Greyhound has used this provision of the law to obtain permission to abandon service on seven route segments.

The National Trailways Bus System has revised its interstate tariff to conform to a mileage-based fare structure. Greyhound and Trailways are selectively discounting fares on trips in major markets. Scheduled service carriers that have used charter service profits to cover losses on scheduled runs have complained that new charter entrants with lower rates are preventing them from earning sufficient profit to cover losses on scheduled service.



In their responses to the survey, charter carriers complained that illegal operators are unfairly competing with them.

While it is still too early to assess the full impact of the BRRA in Pennsylvania, it appears at this point that the impacts have been small; Greyhound's abandonment is the only reduction in service so far; little new scheduled service has been added. A larger number of new charter carriers have entered the market and have increased price and service competition in this profitable segment of the industry.

#### THE PENNSYLVANIA INTERCITY BUS SYSTEM

Pennsylvania's intercity bus system serves over 400 places in 63 counties. Only Cameron, Potter, Huntingdon, and Sullivan counties do not have daily intercity bus services; however, Huntingdon county receives east-west AMTRAK service several times a day. All 15 urbanized areas are served by one or more intercity carriers. Relatively few changes have taken place in the intercity network between 1978 and 1982. The only major new service that has been offered is between Philadelphia and Atlantic City, and between State College and Harrisburg. Blue and White Lines dropped a number of scheduled runs in the Altoona area.

Pennsylvania intercity bus carriers (excluding Greyhound, American Buslines, and Safeway Trails, Inc.) operated over 2,500 vehicles in 1982; 56% of them were intercity type buses; the remainder were small vans and school buses. The average fleet age is between five and twelve years; the larger carriers have newer fleets than the smaller, charter and school bus operators.

The average interstate bus fare is between \$0.17 and \$0.20 per passenger mile; intrastate fares are lower, ranging from \$0.10 to \$0.15 per mile. The difference in fare levels is largely due a difference in regulatory philosophy between state regulatory agencies and the ICC; the ICC has generally approved interstate fare increases which state agencies have been more reluctant to approve. Charter rates vary from less than \$1.00 per vehicle mile to as much as \$1.80 per mile. Carriers quoting the lower rate often use older, intercity coaches or school buses, while the higher rates are charged by carriers that provide new, lavatory-equipped, intercity coaches.

## FINANCIAL PERFORMANCE OF PENNSYLVANIA INTERCITY BUS CARRIERS

Nearly all of the scheduled intercity bus service available in Pennsylvania is provided by 25 private companies which range in size from Greyhound with over \$600 million in assets, to small carriers with less than a quarter-million dollars in assets. Most carriers are small businesses with less than \$3 million in revenue and fewer than 100 buses.

It is difficult to generalize concerning the performance of the industry. Most carriers have experienced an increase over the past five years in the number of passengers transported. Nearly all carriers are less dependent on scheduled revenue in 1982 than they were in 1978.

Both revenue and expenses have increased more than 40% between 1978 and 1982; however, expenses have increased more rapidly than revenue so that the operating ratio of most carriers is worse in 1982 than it was in 1978. Both Greyhound and the National Trailways affiliates had operating ratios in excess of 100 in 1982. Few of the carriers in the sample had operating ratios in the high 80s or low 90s, a range thought to be required for long-term viability.

The largest carriers experienced the highest cost per vehicle mile; Greyhound's cost per mile was \$2.12 in 1982 while the small charter carriers' cost per mile was \$1.80. A major reason for the higher cost per mile is the wage paid to drivers. Large carriers pay \$8.00 to \$10.00 per hour while the smaller carriers pay as little as \$4.00 or \$4.50 per hour.

## CARRIERS' PLANS TO COPE WITH DEREGULATION

Forty-three carriers responded to the survey that was sent to the sample of 94 companies serving Pennsylvania. The most significant finding concerning the impact of deregulation from the carrier's point of view was how little impact most carriers believe the BRRA will have on them. The large scheduled service carriers felt that deregulation would have a significant impact on their operation. Only Greyhound indicated plans to drop service; smaller carriers indicated that some changes in service might be necessary in the future.

Three-fourths of the carriers responding to the questionnaire felt that no government assistance was required for the industry. Of the carriers that indicated that assistance would be desirable, direct operating subsidy was the preferred type of help. Twelve of 31 carriers responded positively to a question concerning the desirability of state help in marketing intercity bus service.

#### THE STATE ROLE IN INTERCITY BUS TRANSPORTATION

The state has a direct impact on the intercity bus industry in three areas: licensing of vehicles, economic regulation, and financial assistance. The carrier survey and feedback from members of the study's advisory committee identified several areas of industry concern with respect to state policy.

The PUC is responsible for rate regulation and control of entry and exit. The PUC has not changed its policy to reflect the federal deregulation environment. Existing carriers want more control by the state, not less, when it comes to regulating competition. Charter carriers, in particular, complained about unfair competition from unregulated carriers. The future role of the PUC in the economic regulation of intercity bus transportation should be examined in light of the federal changes that may totally restructure the intercity bus industry. Since the passage of the BRRA, the ICC has effectively preempted state control of intercity bus rates, and entry and exit from the market.

The state's role in licensing vehicles was questioned by a number of carriers. In particular, the state policy of issuing free "Mass Transit" plates for all vehicles in a carrier's fleet if 80% of the carrier's scheduled service revenue is derived from "local" transit was questioned on equity grounds since carriers could receive free registration tags for a large number of school and charter buses, even though only a few vehicles were actually used in scheduled service. The role of the free tags as an incentive to maintain scheduled intercity bus service should be reexamined.

Finally, most carriers thought that no government assistance was required by the industry. Carriers that did indicate a need for assistance favored operating assistance as well as capital assistance grants for new buses,

terminals, and park-and-ride lots. Many local governments have assisted one or more carriers in their area by developing terminals that can be used by local as well as intercity carriers. This may be one strategy, in addition to the present Act 10 programs, that PaDOT could encourage since terminals represent a large fixed cost of scheduled service.

APPENDIX A: INTERCITY BUS INVENTORY QUESTIONNAIRE

PENNSYLVANIA DOT INTERCITY BUS INVENTORY

Information concerning your operation for the years 1978 and 1982 has been gathered from Pennsylvania Public Utility Commission records and grant applications and invoices from the Act 10 Intercity Bus Subsidy Program. Please carefully review this information.

1. PUC Certificate No.:

2. ICC Certificate No.:

3. Identification

Name of Company:

Address:

Zip Code:

Telephone No.:

Company President or Chief Executive:

Designated Person to Contact for This Survey: \_\_\_\_\_

4. Type of Organization: Private Corporation

5. Type of Service(s) Provided: Scheduled  
Charter  
School  
Taxi  
Other

6. Balance Sheet

1978                      1982

a. Assets

1. Current Assets (cash, accounts receivable, work in process)
2. Tangible Property
3. Intangible Property
4. Other Assets
5. Total Assets

b. Liabilities

1. Current Liabilities
2. Advances Payable
3. Equipment and Long Term Obligations
4. Deferred Credit
5. Reserves

c. Equity

1. Capital Stock or Non-Corporate Capital
2. Retained Earnings
3. Total Equity
4. Total Liabilities/Stockholders Equity

7. State of Income and Expenses

	1978	Intrastate	Interstate	Total
a. Revenue				
1. Scheduled				
2. Charter				
3. School				
4. Baggage				
5. Senior Citizen Grant				
6. Total Revenue				

	1982	Intrastate	Interstate	Total
Revenue				
1. Scheduled				
2. Charter				
3. School				
4. Baggage				
5. Senior Citizen Grant				
6. Total Revenue				

1978	1982
Total	Total

b. Expenses	
1. Equipment Maintenance and Garage	
2. Transportation	
3. Terminal or Station	
4. Traffic Solicitation	
5. Insurance and Safety	
6. Administrative and General	
7. Depreciation	
8. Amortization	
9. Operating Taxes and Licenses	
10. Operating Rents	
11. Total Expenses	

8. Operating Statistics

	1978 Intrastate	1978 Interstate	1978 Total
--	--------------------	--------------------	---------------

- a. Revenue Miles
  - 1. Scheduled
  - 2. Charter
- b. Passengers Carried
  - 1. Scheduled
  - 2. Charter

	1982 Intrastate	1982 Interstate	1982 Total
--	--------------------	--------------------	---------------

- a. Revenue Miles
  - 1. Scheduled
  - 2. Charter
- b. Passengers Carried
  - 1. Scheduled
  - 2. Charter

9. Employee Data

	1978 Total	1982 Total
--	---------------	---------------

- a. Maintenance Employees
- b. Transportation Employees
- c. Station, Terminal, Sales,  
Insurance and Safety Employees
- d. Administrative Employees
- e. Other Employees

10. Highest Driver Wage \_\_\_\_cents/mile \_\_\_\_dollars/hour

11. Equipment List (add another sheet, if needed)

Attach PUC vehicle list or other list if more convenient. Please indicate if vehicle is used in S-Scheduled Service, C-Charter, O-Other.

Quantity	Year	Make	Model	Seating Capacity	Mileage at End of Year	Use (S,C, or 0)
1978						
1982						



**Section II - Operating and Financial Characteristics**

1. Please list all facility locations (terminals, garages, offices, etc.) and what services are provided in the facility; identify ownership, whether you actually operate it, and whether it is a shared facility with another transportation provider. (Add another sheet if needed.)

Facility Type and Address	Services Offered At Facility	Own or Rent	Operating Agreement (Yes/No)	Commission Agent (Yes/No)	Own Staff (Yes/No)	List Other Organizations Facility is Shared With
1.						
2.						
3.						
4.						
5.						
6.						
7.						
8.						
9.						
10.						

2. Scheduled Service Tariff, Cost and Revenue Data

- a. Specify your scheduled rates for 1978 and 1982 or attach a copy of your ICC and PUC tariff schedules for these two years for both interstate and intrastate routes.

(1) 1978

Interstate:

Intrastate:

(2) 1982

Interstate:

Intrastate:

	<u>Interstate</u>		<u>Intrastate</u>		<u>Actual Data = A</u>
	<u>1978</u>	<u>1982</u>	<u>1978</u>	<u>1982</u>	<u>Estimate = E</u>
b. Avg. Cost/ Veh. Mi.	\$ _____	\$ _____	\$ _____	\$ _____	_____
c. Revenue/ Veh. Mi.	_____	_____	_____	_____	_____

3. Package Delivery Data

a. Rates; List of attach copies of PUC and/or ICC tariff for both years.

(1) 1978

(2) 1982

4. Please provide annual data on the following service interruptions for scheduled service.

	<u>1978</u>	<u>1982</u>	<u>Actual Data = A</u> <u>Estimate = E</u>
a. Number of Mechanical Failures	_____	_____	_____
b. Number of Accidents	_____	_____	_____
c. Number of Delays in Service	_____	_____	_____

5. How many passenger/public complaints were received:

In 1978? \_\_\_\_\_

In 1982? \_\_\_\_\_

6. Please provide samples of any printed marketing materials, routes, schedules and other relevant information that is used to promote and advertise the service.

7. Information by Route - Please provide the following annual data for each intercity route in Pennsylvania (scheduled route service) for 1978 and 1982. For any data item that is estimated rather than actual data, please indicate by placing an "x" in the box of each estimated data. For routes that are interstate, please provide any data for the Pennsylvania portion of that route.

Route Number & Name & Communities Served & Route Length One-Way	Check if Inter- state	Frequency of Service (Round Trips Per _____)		Annual Bus Miles		Annual Operating Cost		Annual Passenger Revenue		Annual Non-Passenger Revenue		Annual Passenger Miles		Annual Number of Passengers	
		1978	1982	1978	1982	1978	1982	1978	1982	1978	1982	1978	1982	1978	1982
1.						\$	\$	\$	\$	\$	\$				
2.															
3.															
4.															
5.															
6.															
7.															
8.															

### Section III - Future Plans

Information in this section will be kept confidential and only general conclusions concerning the overall health and direction of the total intercity industry in Pennsylvania will be expressed in the final report.

1. In general, what are your organization's plans for service expansion or abandonment?

How Many

- |                             |  |                      |
|-----------------------------|--|----------------------|
| <input type="checkbox"/> a. | Selected routes will be abandoned  | <input type="text"/> |
| <input type="checkbox"/> b. | Schedules will be reduced but routes maintained                                | <input type="text"/> |
| <input type="checkbox"/> c. | Schedules will be increased  | <input type="text"/> |
| <input type="checkbox"/> d. | New routes will be added   | <input type="text"/> |
| <input type="checkbox"/> e. | Which Pennsylvania counties would probably be effected by a service reduction? | <input type="text"/> |
| <input type="checkbox"/> f. | Which Pennsylvania counties would probably have a service increase?            | <input type="text"/> |

2. Do any of your current routes require government financial assistance to continue?

- ☐ a. No
- ☐ b. Yes (If yes, please specify the type of assistance needed):

How Many  
Routes

- |                             |  |                      |
|-----------------------------|--|----------------------|
| <input type="checkbox"/> 1. | Operating expense or deficit subsidy                         | <input type="text"/> |
| <input type="checkbox"/> 2. | Capital grant for new bus purchases                          | <input type="text"/> |
| <input type="checkbox"/> 3. | Capital grant for new or remodeled terminal                  | <input type="text"/> |
| <input type="checkbox"/> 4. | Grant for marketing and promotions                           | <input type="text"/> |
| <input type="checkbox"/> 5. | Demonstration or trial service grant                         | <input type="text"/> |
| <input type="checkbox"/> c. | Please specify which Pennsylvania counties would be affected | <input type="text"/> |

3. Will any proposed routes require short-term government financial assistance to be implemented.

     a. No

     b. Yes (If yes, please specify the type of assistance needed):

How Many  
Routes

1. Operating expense or deficit subsidy

\_\_\_\_\_

2. Capital grant for new bus purchases

\_\_\_\_\_

3. Capital grant for new or remodeled terminal

\_\_\_\_\_

4. Low interest loans for new vehicles

\_\_\_\_\_

5. Grant for marketing and promotions

\_\_\_\_\_

6. Demonstration or trial service grant

\_\_\_\_\_

     c. Which Pennsylvania counties would be effected by such assistance? \_\_\_\_\_

\_\_\_\_\_

4. Would any route proposed to receive government financial assistance be in direct competition with another existing scheduled route service?

     No

     Yes

5. Do you see the need for PaDOT to develop a statewide intercity bus marketing program?          Yes          No

If PaDOT develops a marketing program would you use it if the materials were suitable for your services?          Yes          No

#### Section IV - Impact of Deregulation

1. Has the Bus Regulatory Reform Act of 1982 had a positive or negative affect on your regularly scheduled line service?

\_\_\_ a. Positive (If so, how?)

\_\_\_ (1) Route Additions

\_\_\_ (2) Schedule Increases

\_\_\_ (3) Other (Specify) \_\_\_\_\_

Specify Pennsylvania counties effected \_\_\_\_\_

\_\_\_ b. Negative (If so, how?)

\_\_\_ (1) Route Terminations

\_\_\_ (2) Schedule Reductions

\_\_\_ (3) Other (Specify) \_\_\_\_\_

\_\_\_ c. None (If none, is any impact expected in the future?)

\_\_\_ (1) No

\_\_\_ (2) Yes (If so, what type?)

\_\_\_ Route Terminations

\_\_\_ Schedule Reductions

\_\_\_ Route Additions

\_\_\_ Schedule Additions

\_\_\_ Other (Specify) \_\_\_\_\_

2. Have you increased or decreased your fare structure as a result of the Act of 1982? Please specify.

\_\_\_ a. Increased (If so, what Pennsylvania counties have been affected by a fare increase?) \_\_\_\_\_

\_\_\_ b. Decreased (If so, what Pennsylvania counties have been affected by a fare decrease?) \_\_\_\_\_

3. Have any carriers initiated competing services since the Act of 1982 was passed?
- \_\_\_ a. No
- \_\_\_ b. Yes (If yes, have new competing services required you to:
- \_\_\_ (1) Terminate Routes (How many?\_\_\_\_\_) Which Routes\_\_\_\_\_
- \_\_\_ (2) Reduce Schedules (On how many routes?\_\_\_\_\_) \_\_\_\_\_
- \_\_\_ (3) Increase scheduled runs on existing routes (On how many routes ?\_\_\_\_\_) \_\_\_\_\_
- \_\_\_ (4) Add new routes (How many?\_\_\_\_\_) \_\_\_\_\_
- \_\_\_ c. Which Pennsylvania counties have been effected by a service reduction as in b(1) or b(2) above?\_\_\_\_\_
- \_\_\_ d. Which Pennsylvania counties have been effected by a service increase as in b(3) or b(4) above?\_\_\_\_\_
4. Is government financial assistance necessary for the continuance of current services of for the initiation of important new services in your system?
- \_\_\_ a. No
- \_\_\_ b. Yes (If yes, is the need for this assistance due primarily to:
- \_\_\_ (1) Effects from the 1982 Bus Regulatory Reform Act
- \_\_\_ (2) Public/political demand to continue or expand service even though profitability is insufficient
- \_\_\_ (3) Other (Specify)\_\_\_\_\_
5. In general, should government financial assistance be used to support the intercity bus industry and, if so, how?
- \_\_\_ a. No
- \_\_\_ b. Yes (If so, what types of assistance should be utilized? Place a check mark by each method that you agree with and also place a "1" by the method that you favor the most and a "2" by the one that would be your next most favored choice.)
- \_\_\_ \_\_\_ 1. Operating expense or deficit subsidy
- \_\_\_ \_\_\_ 2. Capital grant for new bus purchases
- \_\_\_ \_\_\_ 3. Capital grant for new or remodeled terminal
- \_\_\_ \_\_\_ 4. Low interest loan
- \_\_\_ \_\_\_ 5. Grant for marketing and promotions
- \_\_\_ \_\_\_ 6. Demonstration or trial service grant
- \_\_\_ \_\_\_ 7. Other (Specify)\_\_\_\_\_



6. Has there been any interaction between your company and any local governments to try to solve differences or problems with intercity bus service?

     a. No

     b. Yes (If so, has it been useful?     Yes     No)

Please describe the nature of any interactions between your company and any local government. \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

7. What is your company's policy regarding the assignment of new vehicles versus old vehicles to intercity service versus charter or special operations?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8. Explain what, if any, methods or strategies you plan to use as a way of coping with bus deregulation.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. What, if any, types of governmental support, relief or protections do you think government should provide to the intercity bus industry?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

APPENDIX B: INTERCITY BUS INVENTORY STUDY ADVISORY COMMITTEE

Mr. Joshua Bennett	Lincoln Coach Lines	Irwin
Mr. Raymond A. Long	Blue and White Lines	Altoona
Mr. William Kratzer	Greyhound Lines	Harrisburg
Mr. Richard J. Maguire	Capitol Bus Co.	Harrisburg
Mr. Edward Patton	Martz Trailways	Wilkes Barre
Mr. Floyd W. Warner	Red Lion Bus Co.	Red Lion
Mr. Eugene W. Zimmerman	Bus Association of Pennsylvania	Harrisburg
Mr. William C. Underwood	Pennsylvania Department of Transportation	Harrisburg
Mr. Paul Kenney	Pennsylvania Public Utility Commission	Harrisburg

Staff to Committee

Pennsylvania Department of Transportation

Joseph L. Daversa

William S. Parkin

Robert L. Shellenberger

Pennsylvania Transportation Institute

James H. Miller

## APPENDIX C: DATA BY ROUTE AND LIST OF INTERCITY BUS FACILITIES

Table C-1 Route By Route Base Data																	
CO. #	ROUTE NUMBER	ROUTE MILES	TYPE	FREQ/WEEK		ANN. VEH. MIL		ANN. OPER. COST		ANN. PASS. REV.		ANN. MPASS. REV.		ANN. PASS. MIL		ANN. # PASS.	
				1978	1982	1978	1982	1978	1982	1978	1982	1978	1982	1978	1982	1978	1982
1	1		1	21	7	63,000	21,000			928,655	919,821	98	98				
2																	
3																	
4	1		1	1	1		49,900										54,000
5																	
6																	
7																	
8																	
9	1		1	1	1	1,040	1,040	91,227	91,362	938	941					25	27
10	102		2			29,200	29,200				916,307		9133				5,314
10	103		2			29,200	29,200				916,307		9133				5,314
10	104		2				20,000				916,307		9133				5,314
10	105		2				20,000				916,307		9133				5,314
10	107		2			25,992	25,992				916,307		9133				5,314
10	108		2			25,992	25,992				916,307		9133				5,314
10	109		2			8,320	8,320				916,307		9133				5,314
10	110		2			8,320	8,320				916,307		9133				5,314
10	ERIE # 1		2			34,675	34,675				917,250		92,182				4,400
10	ERIE # 2		2			34,675	34,675				917,250		92,182				4,400
11																	
12	1	8	2	39	39	36,960	36,960	919,310	963,344	925,089	937,089	98	98	36,960		92,340	41,999
13	1	5	2	1	1	260	260	9400	9370	991	9143			3,040	2,860	304	206
13	2	20	2	5	5	12,000	12,000	90,000	99,000	95,070	95,479			332,000	233,000	7,012	8,430
13	3	10	2		5		9,200		99,000		912,140				270,000		9,000
13	4		2		16		15,000		921,000		924,170						
14																	
15																	
16																	
17	1		1				300,501			9171,173	9312,000					71,114	80,051
17	2		1				46,564			9171,173	949,109		97,099			71,114	14,603
18																	
19	1		2	1	2	16,200	34,504	911,692	945,703	93,912	96,074	9641	9270	11,692	34,504	6,000	9,690
19	2		2	5	0	16,200		911,692		94,647				11,692		15,000	
20																	
21	1		1		20		50,154										
21	1		2		10		10,646										
21	1		2		2		6,032										
21	1		2		4		11,960										
21	1		2		10		15,340										
21							102,132		9143,290		950,901		95,720				53,570
22																	
23																	
24																	
25	1		2	62	62	64,000	64,000			922,257	942,030	98	98			44,500	36,373
25	2		1	10	10	34,000	34,000			96,471	99,253	98	98			12,900	0,932
26																	
27																	
28																	
29																	
30	1	15	2	21	21	22,000	29,000	917,000	929,000	943,000	953,000			21,000	20,000	7,200	6,300
31	1		2				139,000		9105,000		994,235				132,000		137,000
31	2		2				113,000		9140,000		9511,000				102,000		670,000

Table C-1 (Continued)  
Route By Route Base Data

CO. #	ROUTE NUMBER	ROUTE MILES	TYPE	FREQ/WEEK		ANN. VEN. NIL		ANN. OPER. COST		ANN. PASS. REV.		ANN. MPASS. REV.		ANN. PASS. NIL		ANN. # PASS.	
				1970	1982	1970	1982	1970	1982	1970	1982	1970	1982	1970	1982	1970	1982
32																	
33																	
34																	
35	1	12	2	42	21	22,000	22,000	40,580	433,000	40,140	424,640						
36																	
37																	
38	1		2		8						47,800					1,872	
38	2		2		8						42,860					624	
38	3		2		8						43,120					624	
38	4		2		8						410,140					2,872	
38	5		2		8						43,640					624	
38	6		2		8						44,420					624	
39	1		1	8	42		712,800	41,447,816		41,382,400				440,000		46,400	
39	2		1	8	31		342,804	4303,922		4279,324		411,350		342,804		42,800	
40	1	290	1	8	7		108,952	4108,952		4453,770		473,247					
40	2		2		12	41,400	41,400	432,276	438,870		414,332					18,092	
41	1		1	20	42	471,390	724,004	41,006,093	41,704,043	4006,675	41,711,701	4111,242	4115,155	11,762,006	14,936,630	115,974	162,907
41	2		1	21	42	220,390	413,775	4201,090	4735,221	4195,233	4711,183	437,210	466,503	2,724,795	4,130,646	55,771	141,611
41	3		1	49	48	256,872	240,300	4460,470	4596,505	4171,676	4272,219	441,835	430,572	2,493,690	2,619,497	100,921	122,491
42																	
43																	
44	1	304	1	14	15	3,561,253	3,730,835										
44	2		1	2	3	190,939	476,217										
44	3		1	10	9	1,662,083	1,272,660										
44	4		1	5	5	718,749	600,646										
44	5		1	7	5	720,921	747,765										
44	6		1	4	3	536,736	365,267										
44	7		1	4	2	126,417	124,294										
44	8		1	1	1	177,102	184,931										
44	9		1	4	4	640,297	656,773										
TOTALS						16,036,503	12,143,682	41,006,632	45,503,600	41,662,720	46,294,760	4190,920	4324,150	17,397,735	27,500,021	350,183	1,772,118

Source: Tabulations by Carter-Goble Associates, Inc., March 1984.

Table C-2

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Adams County</b>						
Capitol Bus Co. 778 Baltimore St. Gettysburg, Pa	Terminal	--	--	Yes	No	Greyhound
Wolf's Bus Line York Springs, PA	All	Own	No	No	Yes	N/A
<b>Allegheny County</b>						
American Bus Lines Pittsburgh, PA	Terminal	Rent	Yes	No	Yes	N/A
American Bus Lines Pittsburgh, PA	Garage	Rent	Yes	N/A	Yes	N/A
American Bus Lines Pittsburgh, PA	Parking Lot	Rent	Yes	N/A	Yes	N/A
American Bus Lines 35th Street Pittsburgh, PA	Garage	Rent	Yes	N/A	Yes	N/A
American Bus Lines Pittsburgh-Charlotte	Garage	Rent	Yes	N/A	Yes	N/A
American Bus Lines Pittsburgh, PA	N/A	N/A	N/A	Yes	N/A	N/A
American Bus Lines Monroeville, PA	N/A	N/A	N/A	Yes	N/A	N/A
Butler Motor Transit 521 7th Street New Kingston, PA	Charter and Tour Info.	Rent	No	No	Yes	None
Greyhound Lines 11th St. & Liberty Ave. Pittsburgh, PA	Terminal & Garage	N/A	N/A	N/A	N/A	Grove City Bus 88 Transit Lines Ashland City Lines Blue & White Lines Butler Motor Transit DeBolt-Somerset Bus Lincoln Coach Lines Short-Way Suburban
Greyhound Lines 3791 Wm. Penn Highway Monroeville, PA (Next to Zayre's)	Comm. Agent/ Sales	N/A	N/A	N/A	N/A	Blue & White Lines
Greyhound Lines 4870 McKnight Road Pittsburgh, PA	Comm. Agent/ Sales	N/A	N/A	N/A	N/A	N/A
Matthews, Raymond H. 1000 Kelton Avenue Pittsburgh, PA	Maint. Storage, Office and Parking	Rent	Yes	No	Yes	--
Trailways Terminal Penn Ave. at 10th St. Pittsburgh, PA	All	N/A	N/A	N/A	N/A	Central Cab Fullington Trailways

Table C-2 (Continued)

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Armstrong County</b>						
Butler Motor Transit Kittanning, PA	Charter and Tour Info.	Rent	No	No	Yes	None
<b>Beaver County</b>						
Grove City Terminal Zelienople, PA	Passenger and Freight	X	No	Yes	No	--
American Bus Lines Beaver Falls, PA	N/A	N/A	N/A	Yes	N/A	N/A
Greyhound Lines 205 S. Main St. Zelienople, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Bedford County</b>						
Greyhound Lines U.S. Route #30 East Breezewood, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Berks County</b>						
Safeway Trails Kutztown, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
Safeway Trails Reading, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
Capitol Bus Co. Kurtz Pharmacy 145 W. High St. Womelsdorf, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Intercity Bus Term. 3rd & Penn St. Reading, PA	Terminal	N/A	N/A	Yes	No	Carl Bieber Lines TWI Safeway Greyhound Lines
Capitol Bus Co. Kurtz Pharmacy 718 Penn Avenue Sinking Springs, PA	Terminal	N/A	N/A	Yes	No	N/A
Beaver Terminal Vine and Baldy Sts. Kutztown, PA	All	N/A	N/A	N/A	N/A	Greyhound
<b>Blair County</b>						
Greyhound Lines 20 W. Tenth St. Tyrone, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 1213 Eleventh St. Altoona, PA	All	N/A	N/A	N/A	N/A	Blue & White Lines Fullington Trailways Lubert Lines
<b>Bradford County</b>						
Capitol Bus Co. U.S. Hwy. #6 Wyalusing, PA	Terminal	N/A	N/A	Yes	No	N/A

Table C-2 (Continued)  
**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Bradford County</b> (Continued)						
Capitol Bus Co. Hospital Drive Towanda, PA	Terminal	N/A	N/A	Yes	No	Endless Mountain Trans. Authority
Capitol Bus Co. Town Crier News Agency 120 W. Packer Avenue Sayre, PA	Terminal	N/A	N/A	Yes	No	Greyhound Lines
<b>Bucks County</b>						
Greyhound Lines 3250 Bath Road Bristol, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 604 N. Easton Rd. Doylestown, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Butler County</b>						
American Bus Lines Butler, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
Butler Motor Transit 210 S. Monroe Butler, PA	Repairs, Maint. Charter and Tour	Own	No	No	Yes	None
Hilltop Bus Lines 306 N. Main St. Bulter, PA	All	N/A	N/A	N/A	N/A	Lincoln Coach Lines
Snyder's Garage 148 N. Main Street Slippery Rock, PA	Garage and Office	Own	No	No	Yes	N/A
<b>Cambria County</b>						
Greyhound Lines 701 Front Street Cresson, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines High & Center Sts. Ebensburg, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 130 Clinton Street Johnstown, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Bus Terminal 47 Walnut St. Johnstown, PA	All	N/A	N/A	N/A	N/A	Blue & White Lines
<b>Carbon County</b>						
Luzerene & Carbon Co. Beaver Meadows, PA	Office and Full Service	Own	N/A	N/A	Yes	None
Thorpe, Jim Transp. 10th Street Jim Thorpe, PA	Business Office	Own	No	No	Yes	None
Thorpe, Jim Transp. 9th Street Jim Thorpe, PA	Storage of Buses	Own	No	No	Yes	None

Table C-2 (Continued)  
**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Carbon County</b> (Continued)						
Kenneth J. Vogel Weatherly, PA	Information and Tickets	Own	No	No	Yes	None
<b>Centre County</b>						
B & W Bus Service Bellefonte, PA	Sales and Info.	Rent	N/A	N/A	Yes	None
B & W Bus Service Bellefonte, PA	Service and Repairs	Rent	N/A	N/A	Yes	None
Fullington Trailways Philipsburg, PA	Garage	N/A	N/A	N/A	N/A	N/A
Fullington Trailways 152 N. Atherton St. State College, PA	Garage and Sales Terminal	Own Rent	Yes	Yes	Yes	Greyhound Lines Trailways Blue & White Lines
<b>Chester County</b>						
Reeder's, Inc. Woodland Avenue Modena, PA	Maint., Storage Business Data	Rent	Yes	No	Yes	None
Greyhound Lines 511 E. Lincoln Hwy. Exton, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 120 E. Lincoln Hwy. Coatesville, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	/A
<b>Clearfield County</b>						
Fullington Trailways Clearfield, PA	Garage and Terminal	Own	N/A	N/A	Yes	N/A
Trailways Bus Terminal Hoover Avenue Dubois, PA	Garage and Terminal	Own	N/A	Yes	Yes	Fullington Trailways
<b>Columbia County</b>						
Greyhound Lines 300 Market Street Berwick, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 442 East Street Bloomsburg, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Crawford County</b>						
Greyhound Lines 881 Water Street Meadville, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Cumberland County</b>						
Greyhound Lines 30 W. High St. Carlisle, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Capitol Trailways Capitol City Airport Bdg. West Harrisburg, PA	All	N/A	N/A	N/A	N/A	N/A
<b>Dauphin County</b>						
Johnson's Bus Service Spruce and High Sts. Middletown, PA	Maintenance	Rent	No	No	Yes	None



Table C-2 (Continued)  
**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Dauphin County</b> (Continued)						
Greyhound Lines 1303 N. 7th Street Harrisburg, PA	Terminal and Garage	N/A	N/A	N/A	N/A	N/A
Greyhound Lines Market Square - Box 271 Millersburg, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Capitol Bus Co. Capital Twys. Bus Ctr. Penn Cen. Plaza Mkt. St. 4th and Chestnut Harrisburg, PA	Terminal	N/A	N/A	Yes	No	Fullington Trailways Trailways
Capitol Bus Co. EJB's Mobile 337 W. Chocolate Ave. Hershey, PA	Terminal	N/A	N/A	Yes	No	N/A
Capital Bus Co. 1061 S. Cameron St. Harrisburg, PA	Office and Garage	Rent	N/A	Yes	Yes	N/A
American Bus Lines Harrisburg, PA	N/A	N/A	N/A	Yes	N/A	N/A
Capitol Bus Co. Hummelstown News Agency Hummelstown, PA	Terminal	N/A	N/A	Yes	No	Greyhound Lines
Greyhound Terminal Penn Central Station 441 Market Street Harrisburg, PA	All	N/A	N/A	N/A	N/A	N/A
<b>Delaware County</b>						
Greyhound Lines 124 W. 5th Street Chester, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	Carolina Trailways Trailways
Safeway Trails, Inc. Chester, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
<b>Erie County</b>						
Grove City Bus Line Union City, PA	Passenger and Freight	X	Yes	Yes	No	--
Grove City Bus Line Titusville News Union City, PA	Passenger and Freight	X	Yes	Yes	No	--
Greyhound Lines 28 N. Perry Square Erie, PA	Terminal	N/A	N/A	N/A	N/A	Blue Bird Coach Lines D & W Transit Grove City Bus
<b>Fayette County</b>						
Greyhound Lines 121 Penn Street Point Marion, PA	Comm Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines P.O. Box 456 Uniontown, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A

Table C-2 (Continued)  
**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Fayette County</b> (Continued)						
Uniontown Greyhound 45 E. Church St. Uniontown, PA	All	N/A	N/A	N/A	N/A	N/A
<b>Franklin County</b>						
Greyhound Lines 56 S. Third Street Chambersburg, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 33 Center Square Greencastle, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Fulton County</b>						
Greyhound Lines 811 Lincoln Hwy. McConnellsburg, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Huntingdon County</b>						
Greyhound Lines 7910 Route 30 N. Huntingdon, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Lackawanna County</b>						
Capitol Trailways Lackawanna & Jefferson Sts. Scranton, PA	Terminal	N/A	N/A	Yes	No	Martz Trailways Avery Bus Lines Hudson Transit
Greyhound Terminal 23 Lackawanna Avenue Scranton, PA	All	N/A	N/A	N/A	N/A	N/A
Modac-Carbondale Transfer 57 Salem Avenue Carbondale, PA	All	N/A	N/A	N/A	N/A	Short Line (Hudson Transit)
<b>Lancaster County</b>						
Johnson's Bus Service 2205 S. Market Street Elizabethtown, PA	Maintenance and Office	Rent	No	No	Yes	None
Eschbach, David Rt. 2 Holtwood, PA	Repairs and Administration	Rent	No	No	Yes	None
Eschbach, David Kirkwood, PA	Repairs	Own	No	No	Yes	None
Conestoga Transport. 825 E. Chestnut Lancaster, PA	Office and Waiting Room	Own	No	No	Yes	Car Rental, Tour
Penn Highway Transit 825 E. Chestnut Lancaster, PA	Office Only	Rent	No	No	Yes	Car Rental, Tour
Executive Coach 207 Willow Valley Sq. Lancaster, PA	--	Rent	N/A	No	Yes	None
Safeway Trails, Inc. Ephrata, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A

Table C-2 (Continued)  
Summary of Facilities, By County

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Lancaster County</b> (Continued)						
Safeway Trails, Inc. Lancaster, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Capitol Bus Co. Amish Land Motor Inn Main St./Jct. 176/23 Morgantown, PA	Terminal	N/A	N/A	Yes	No	N/A
Capital Bus Co. 22 W. Clay Street Lancaster, PA	Terminal	N/A	N/A	Yes	No	Greyhound TWI - Safeway
<b>Lawrence County</b>						
Grove City Ellwood, PA	Passenger and Freight	Own	No	No	Yes	--
New Castle Bus Depot 134 N. Mercer St. New Castle, PA	Passenger and Freight	Rent	No	No	Yes	Greyhound Grove City Bus Lines
Ku, George, Inc. 1480 Mt. Jackson New Castle, PA	Maintenance and Office	Own	No	No	Yes	None
<b>Lebanon County</b>						
Capitol Bus Co. Jim's Dandy Pizza 27 E. Main Street Annville, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Ft. Indiantown Gap RD 2 Annville, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Great Vacations Travel 603 Cumberland St. Lebanon, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Western Auto Store 19 W. Main St. Myerstown, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Lauck's News Agency 30 E. Main St. Palmyra, PA	Terminal	N/A	N/A	Yes	No	N/A
<b>Lehigh</b>						
Safeway Trails, Inc. Allentown, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
Trans-Bridge Lines T.B. Tours MacArthur Road Whitehall, PA	Selling Tickets and Charters	Rent	No	No	Yes	Mall Area, Variety of Stores
Greyhound Lines 1828 Allen Street Allentown, PA	Info. Center	N/A	N/A	N/A	N/A	N/A
Allentown Bus Term. 27 S. 6th Street Allentown, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	Carl R. Bieber King Coal Trailways New Jersey Transit Trailways Greyhound Lines

Table C-2 (Continued)

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Luzerne County</b>						
Luzerne & Carbon Co. 119 E. Holly Street Hazelton, PA	Maintenance, Office and Repairs	Rent	N/A	N/A	Yes	None
Williams, David R. 21 N. Mtn. Blvd. Mountain Top, PA	Garage	Own	No	No	Yes	None
LoBrutto, Sam C. Pittson, PA	Repairs	Own	No	No	Yes	None
Williams, David R. 532 Blackman Street Wilkes-Barre, PA	Office	Rent	No	No	Yes	None
Capitol Trailways Public Square Wilkes-Barre, PA	Terminal	N/A	N/A	Yes	No	Martz Trailways
Capitol Bus Co. Trailways Travel Ctr. Church & Mine Sts. Hazelton, PA	Terminal	N/A	N/A	Yes	No	Susquehanna Trailways
Greyhound Lines 286 Main Street Dupont, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines Pittston Bus Station 5 Williams Street Pittston, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	Martz Trailways
Greyhound Lines 136 S. Pennsylvania Wilkes-Barre, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Lycoming County</b>						
Capital Bus Co. 56 E. 3rd Street Williamsport, PA	Terminal	N/A	N/A	Yes	No	Fullington Trailways Susquehanna Trailways King Coal Trailways
<b>McKean County</b>						
Trailways Terminal 44 State Street Bradford, PA	All	N/A	N/A	N/A	N/A	Blue Bird Coach Lines
<b>Mercer County</b>						
Anderson. O.D., Inc. 153 Conneaut Lake Rd. Greenville, PA	Bus Repair and Office	Own	No	Yes	Yes	None
Grove City Bus Line Grove City, PA	Passenger and Freight	X	Yes	Yes	No	--
Bortner Bus Company 3900 Saranal Drive Sharpesville, PA	Maintenance	Own	N/A	N/A	Yes	None
Amercian Bus Lines Grove City, PA	N/A	N/A	N/A	Yes	N/A	N/A

Table C-2 (Continued)  
Summary of Facilities, By County

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Mercer County</b> (Continued)						
Greyhound Lines 131 Erie Street Mercer, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Union Bus Depot 205 Bank Place Sharon, PA	All	N/A	N/A	N/A	N/A	Greyhound Lines Grove City Bus Lines
<b>Mifflin County</b>						
Peachey, Norman Ray RD 2 Box 688 Bellville, PA	Maintenance and Storage	Own	No	No	Yes	None
Greyhound Lines 28 West Market St. Lewistown, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Monroe County</b>						
Greyhound Lines 127 Main St. Delaware Water Gap, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 7 Belmont Ave. Mt. Pocono, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Trans. Center of the Poconos 615 Mail Street Stroudsburg, PA	All	N/A	N/A	N/A	N/A	Greyhound Lines
Stroudsburg Bus Term. 231 Park Avenue Stroudsburg, PA	All	N/A	N/A	N/A	N/A	Martz Trailways
<b>Montgomery County</b>						
Romano's Coach Corp. 1065 Belvoir Rd. Norristown, PA	Repair and Fuel	Rent	No	No	Yes	Romano's School Bus Service, Inc.
Perkiomen Valley Bus 875 Main Street Pennsburg, PA	Garage Maintenance	Own	N/A	N/A	Yes	None
Capitol Trailways 10 N. Hanover St. Pottstown, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Valley Forge Shop. Ctr. King of Prussia, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Great Vac Travel Agency 478 Main Street Collegeville, PA	Terminal	N/A	N/A	Yes	No	N/A
Capital Trailways P & W Building Main & Swede Sts. Norristown, PA	All	N/A	N/A	N/A	N/A	N/A
Greyhound Lines Valley Forge Shipping Rt. 202 King of Prussia, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Safeway Trails, Inc. Abington, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A

Table C-2 (Continued)

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Montgomery County (Continued)</b>						
Greyhound Lines 2701 Wyandotte St. Willow Grove, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	King Cole Trailways Martz Trailways
<b>Montour County</b>						
Myers, Cameron S. RD 1 Box 364 Danville, PA	Repair and Maintenance	Own	N/A	N/A	N/A	None
Greyhound Lines 654 Bloom St. Danville, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Northampton County</b>						
Thorpe, Jim Transp. Berlinsville, PA	Storage of Buses	Own	No	No	Yes	None
Tri-City Coach Lines 2012 Industrial Dr. Bethlehem, PA	Selling, Charter, Repairs, Maint.	Rent	No	No	Yes	Trans. Bridge Lines, Delaware River Coach, Trans-Bridge Realty
Greyhound Lines 3rd & Broadhead Sts. Bethlehem, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 154 Northampton Easton, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	New Jersey Transit Martz Trailways Trailways
Trans-Bridge Lines 2012 Industrial Dr. Bethlehem, PA	Tours, Charters, Tickets, Repair, and Maintenance	Rent	No	No	Yes	Tri-Coaches Delaware Coach Lines Trans-Bridge Realty
Bethlehem Bus Agency 707 N. New Street Bethlehem, PA	All	N/A	N/A	N/A	N/A	Carl R. Bieber Greyhound Lines Martz Trailways New Jersey Transit
<b>Northumberland County</b>						
S & N Transit Company 622 Edison Avenue Sunbury, PA	Garage, Terminal, Maintenance and Storage	Own	No	No	Yes	None
S & N Transit Company 405 N. 4th Street Sunbury, PA	Bookkeeping, Charter Bookings, Etc.	Rent	No	No	Yes	None
Greyhound Lines 3rd & Arch Sts. Sunbury, PA	Terminal	N/A	N/A	N/A	N/A	King Coal Trailways Capitol Bus Co. Belefonte Charter Coach Capital Trailways
Shamokin Bus Station Orange and Commerce St. Shamokin, PA	All	N/A	N/A	N/A	N/A	King Coal Trailways
<b>Perry County</b>						
Hahn's Charter Service Millerstown, PA	Repair and Bookkeeping	Own	No	No	Yes	None
<b>Philadelphia</b>						
Safeway Trails, Inc. Philadelphia, PA	Terminal	Rent	Yes	No	Yes	N/A

Table C-2 (Continued)

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Philadelphia (Continued)</b>						
Safeway Trails, Inc. Philadelphia, PA	Garage	Rent	Yes	N/A	Yes	N/A
Safeway Trails, Inc. Philadelphia, PA	Comm. Agent Sales	N/A	N/A	Yes	N/A	N/A
Capitol Bus Co. 13th & Arch Sts. Philadelphia, PA	Terminal	N/A	N/A	Yes	No	TWI Safeway TWI American Carl Bieber New Jersey Transit Carolina Trail King Coal Trailways Martz Trailways
Greyhound Lines 1171 W. Market St. Philadelphia, PA	Terminal and Garage	N/A	N/A	N/A	N/A	King Coal Trailways New Jersey Transit
Auch Inter-Borough 3210 - 20 Spring Garden Philadelphia, PA	Office, Storage and Repair Shop	Own	No	No	Yes	None
<b>Schuylkill County</b>						
Panther Valley Bus 220 3rd Street Coaldale, PA	Office	Own	N/A	N/A	Yes	None
Capitol Bus Co. Wildwood Park Pottsville, PA	Garage	Own	N/A	N/A	Yes	N/A
Capitol Bus Co. C.A. Lord Blvd. & Norwegian St. Pottsville, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Supowitz Cloth. Store 36 N. 2nd Street St. Clair, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. 10 W. Center Street Trailways Agency Shenandoah, PA	Terminal	N/A	N/A	Yes	No	King Coal Trailways
Capitol Bus Co. Rita's Lunch 254 E. Broad St. Tamaqua, PA	Terminal	N/A	N/A	Yes	No	King Coal Trailways
Capitol Bus Co. 123 Tulpehocken St. Red Arrow Ser. Station Pine Grove, PA	Terminal	N/A	N/A	Yes	Np	N/A
Capitol Bus Co. Benders Cigar Store 31 S. Lehigh Ave. Frackville, PA	Terminal	N/A	N/A	Yes	No	N/A

Table C-2 (Continued)

**Summary of Facilities, By County**

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Somerset County</b> (Continued)						
Greyhound Lines 10 Waterworks Somerset, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Greyhound Lines 1516 Jefferson Ave. Windber, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Susquehanna County</b>						
Greyhound Lines 193 Main Street New Milford, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Tioga County</b>						
Capitol Bus Co. Mansfield Bus Agen. 18 S. Main Street Mansfield, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. The Dairy Store 242 Main Street Blossburg, PA	Terminal	N/A	N/A	Yes	No	N/A
<b>Union County</b>						
Capitol Bus Co. Lewisburger Hotel 136 Market Street Lewisburg, PA	Terminal	N/A	N/A	Yes	No	N/A
<b>Venago County</b>						
Grove City Bus Line Franklin, PA	Passenger and Freight	X	Yes	Yes	No	--
Grove City Bus Line Union Bus Terminal 353 Seneca Street Oil City, PA	Passenger and Freight	X	Yes	Yes	No	Greyhound Lines Lincoln Coach Lines
Greyhound Lines 1221 Liberty Street Franklin, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
<b>Warren County</b>						
Greyhound Lines 102 Crescent Park Warren, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	Blue Bird Coach Lincoln Coach Lines
<b>Washington County</b>						
Matthews, Raymond H. RD #4, Box 53 Fineleyville, PA	Parts, Maint., Storage, Office, and Parking	Own	No	No	Yes	None
GG&C Bus Company 3010 Jefferson Washington, PA	Washing and Painting Buses	Rent	No	No	Yes	None
GG&C Bus Company 2896 Jefferson Ave. Washington, PA	Office, Bus Storage	Own	N/A	N/A	Yes	None
Greyhound Lines 241 S. Main St. Washington, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A



Table C-2 (Continued)  
Summary of Facilities, By County

Facility Type and Address	Service Offered	Own or Rent	Operating Agreement (yes/no)	Comm. Agent (yes/no)	Own Staff (yes/no)	List Other Organ. Sharing Facility
<b>Washington County</b> (Continued)						
GG&C Bus Company 2895 Jefferson Ave. Washington, PA	Maintenance	Own	N/A	N/A	Yes	None
GG&C Bus Company Rex Road Washington, PA	Storage and Garage	Own	N/A	N/A	Yes	None
Greyhound Lines 241 S. Main Street Washington, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	Central Cab Storeway Suburban Lines
<b>Wayne County</b>						
Avery Transportation Beach Lake, PA	Adminis. and Maintenance	Own	No	No	Yes	Avery Garage
Avery Transportation Hawley, PA	Storage	Own	No	No	No	None
<b>Westmoreland County</b>						
Lincoln Coach Lines Irwin, PA	Terminal, Sales and Maintenance	Rent	Yes	N/A	Yes	None
Lodestar Bus Lines RD #3 Box A-1 New Florence, PA	Overnite, Stor- age, Fuel, Wash- ing, Maintenance and Storage	Own	Yes	No	Yes	None
Greensburg Bus Term. 416 S. Main Street Greensburg, PA	All	N/A	N/A	N/A	N/A	Greensburg City Lines Greyhound Lines Lincoln Coach
<b>Wyoming County</b>						
Capitol Bus Co. Proctor Beauty Salon 57 E. Tioga Street Tunkhannock, PA	Terminal	N/A	N/A	Yes	No	N/A
Capitol Bus Co. Bluhm Shopping Center U.S. Highway #6 Laceyville, PA	Terminal	N/A	N/A	Yes	No	N/A
<b>York County</b>						
Capitol Bus Co. Trailways Terminal York, PA	Terminal	N/A	N/A	Yes	No	TWI - Safeway
Capitol Bus Co. Airport Terminal Bldg. New Cumberland, PA	Terminal	N/A	N/A	Yes	No	N/A
Greyhound Lines 315 N. George St. York, PA	Comm. Agent Sales	N/A	N/A	N/A	N/A	N/A
Red Lion Bus Company 110 E. Walnut Red Lion, PA	Office, Garage, and Parking	Rent	Yes	No	Yes	EOW, Inc. Red Lion Tours, Inc. (Affil. Companies)
Red Lion Bus Company Wise & Walnut Sts. Red Lion, PA	Storage	Rent	N/A	N/A	N/A	None
Red Lion Bus Company Mill and Hill Sts. Stewartstown, PA	Garage	Own	N/A	N/A	Yes	None

X - Outside terminal facility, privately owned newsstand.

